



# U.S. Geological Survey (USGS) Small Business Outreach Event

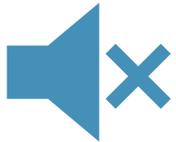
**Welcome to USGS!**  
**The agenda will begin at 9AM PDT.**  
**Please see a USGS Office of Acquisition and Grants staff member if you need assistance.**  
**Chat is available for those online.**

A collage of four images: top-left shows a satellite with solar panels; top-right shows a person in a red jacket in a snowy field; bottom-left shows a large, glowing insect; bottom-right shows an oil rig at sea.

# Introduction

**Timothy Wiand**  
USGS HQ Small Business Specialist

# HOUSEKEEPING



Mute phones



Presentation materials will be posted online post-event



Questions & use of microphones so those attending virtually can hear



Facilities

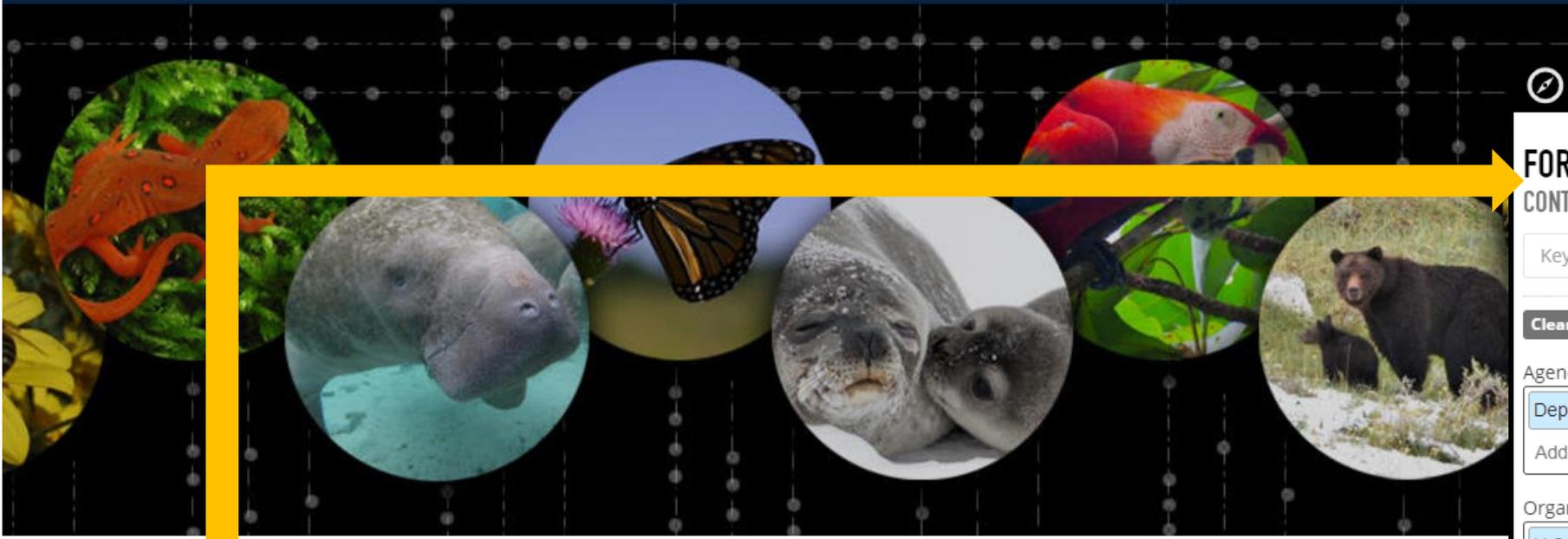


Lunch



# WELCOME

**Scott Morton**  
Head of Contracting Activity, U.S. Geological Survey



**ACQUISITION GATEWAY** Tools Res

### FORECAST OF CONTRACTING OPPORTUNITIES

Keyword Search  

**Clear All**

Agency  
   
Add a filter

Organization  
   
Add a filter

Place of Performance (State)  
  
Add a filter

NAICS Code  
  
Add a filter

Estimated Award Fiscal Quarter  
  
Add a filter

Estimated Award Fiscal Year  
  Add a filter

Found **271** results

**Water Moni**

(010-000001462)

Listing ID: 3840  
Organization: U  
Place of Perfo  
Award Status:  
Estimated Con  
Period of Perfo  
Contract Type:

## Office of Acquisition and Grants

The Office of Acquisition and Grants (OAG) is responsible for the acquisition needs of the USGS. In order to do business with USGS, contractors and assistance recipients must be registered in the Government-wide System for Award Management (SAM). Get information about the Acquisition Forecast, Financial Assistance, current opportunities, and more.

[www.usgs.gov/office-of-acquisition-and-grants](http://www.usgs.gov/office-of-acquisition-and-grants)

- HOME
- ACQUISITION FORECAST
- SMALL BUSINESS PROGRAM
- FINANCIAL ASSISTANCE
- GUIDE FOR SUBMITTING

**Small Business Program**  
By Office of Acquisition and Grants

HOME Small business outreach events and activities.

ACQUISITION FORECAST

SMALL BUSINESS PROGRAM

FINANCIAL ASSISTANCE **USGS Small Business Outreach Events and Activities**

GUIDE FOR SUBMITTING U.S. Geological Survey (USGS) Indian Small Business Economic Enterprises (ISBEE), Indian Economic Enterprises (IEE) and Small Business Outreach Event

# USGS Supporting Small Business and related programs

Period	SB	SDB	ISBEE	SDVOSB	WOSB	HubZone	AbilityOne	SubK
2024	<b>39.0%</b> 33.9%	<b>24.0%</b> 20.2%	<b>8.0%</b> 5.7%	<b>5.0%</b> 8.0%	<b>5.0%</b> 8.6%	<b>3.0%</b> 3.7%	<b>0.5%</b> 0.6%	<b>42.0%</b> -
2023	46.2%	30.8%	8.9%	12.0%	9.8%	4.1%		
2022	33.0%	20.0%	N/A	3.0%	5.0%	3.0%		
2021	35.8%	20.8%	N/A	5.9%	9.6%	4.9%		
2020	41.6%	22.6%	N/A	8.3%	10.6%	3.4%		
2019	38.1%	18.5%	N/A	5.0%	10.1%	1.9%		

**FY24 Goal**  
Achievement

Total 2024 Obligated Base  
**\$604M**

# Office of Acquisition and Grants contacts

## Office of Acquisition and Grants

Scott G Morton	Head of Contracting Activity	smorton@usgs.gov
Lisa Womack	Business Manager	lwomack@usgs.gov

Timmy Wiand	Bureau Small Business Specialist	twiand@usgs.gov
Jennifer Kelley	Bureau Competition Advocate	jkelly@usgs.gov

## National Acquisition Branch

Robin Doyle	Branch Supervisor	rsdoyle@usgs.gov
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## Denver Acquisition Branch

Annie Howard	Branch Supervisor	ahoward@usgs.gov
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## Reston Acquisition Branch

Stacey Diamond	Branch Supervisor	sdiamond@usgs.gov
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## Sacramento Acquisition Branch

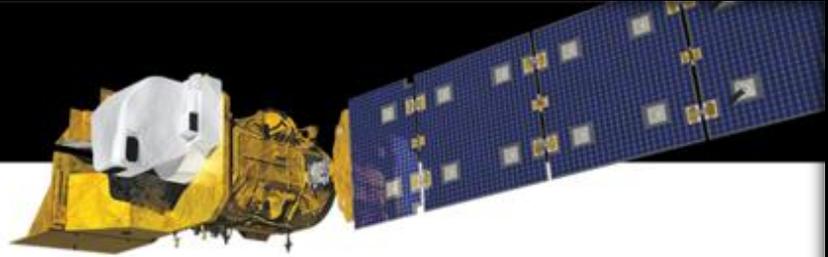
Sasha Klingler	Branch Supervisor	sklingler@usgs.gov
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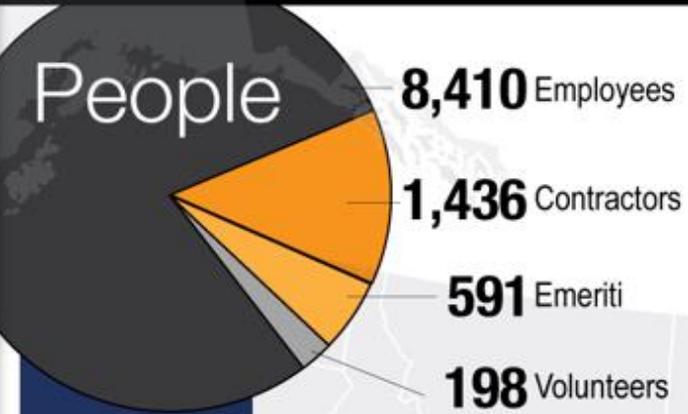
# USGS Welcome

**David Applegate**  
Director, U.S. Geological Survey

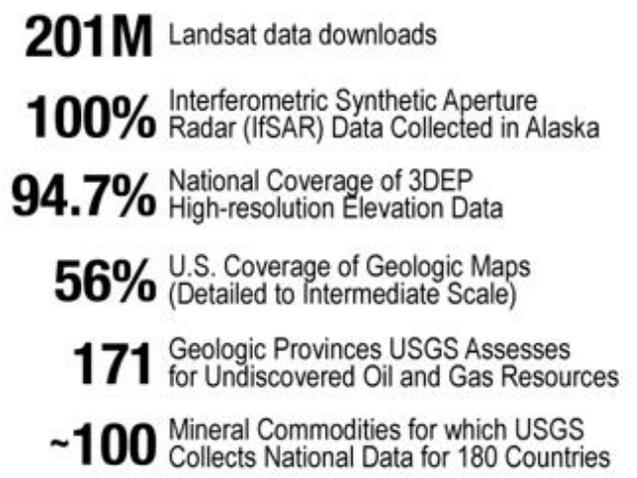
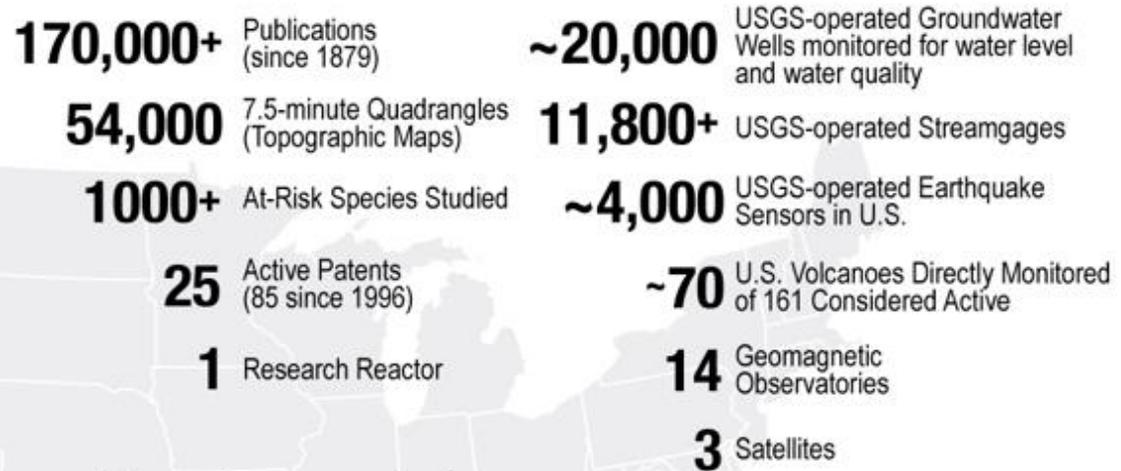
# USGS by the Numbers



## People



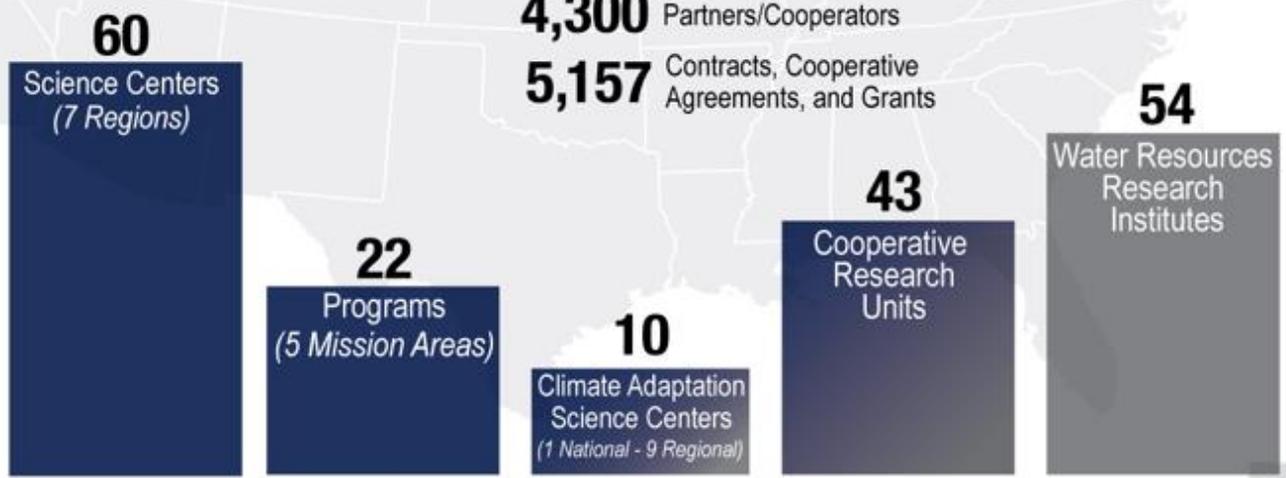
## Science and Monitoring



## Locations



## Partnerships



## Funding

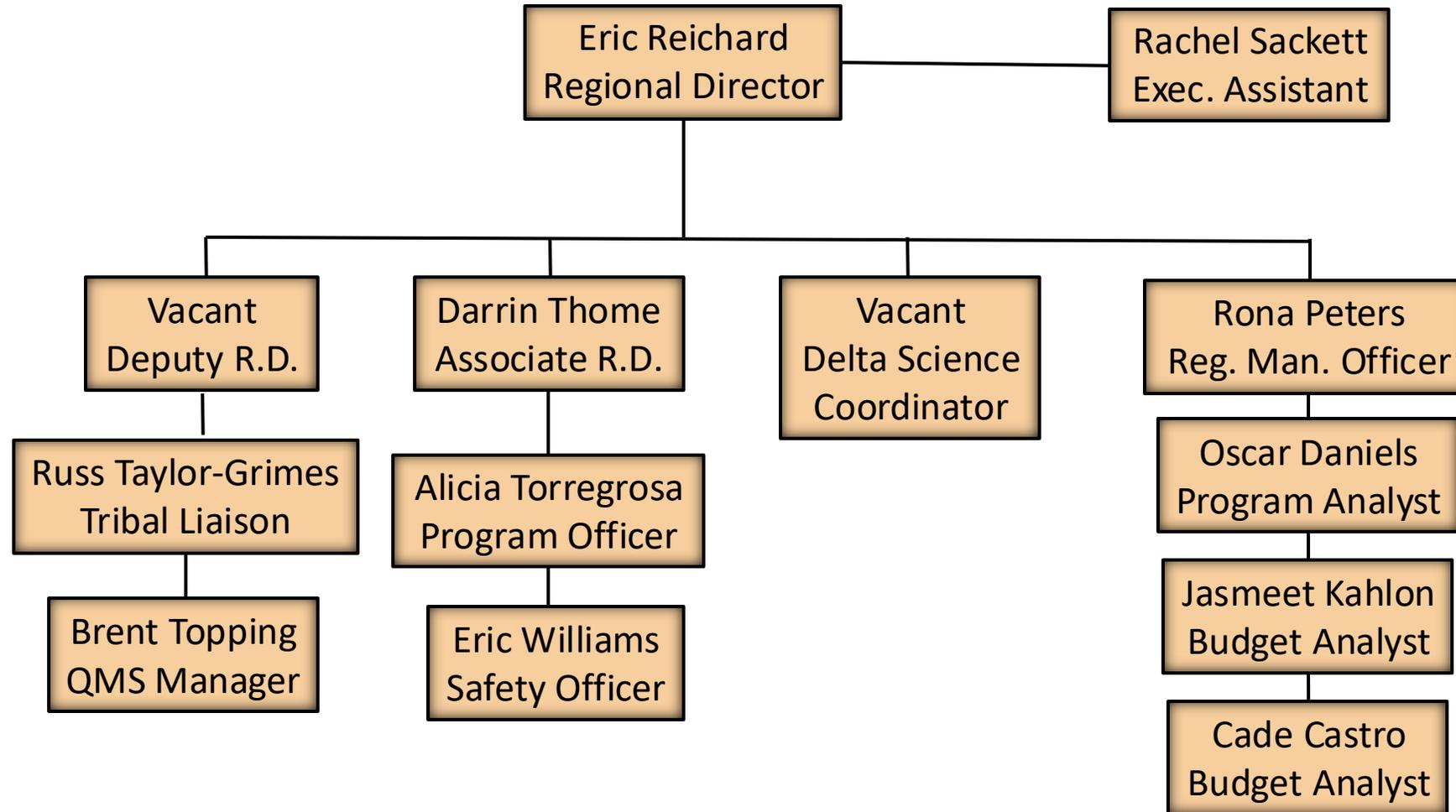


# USGS Southwest Region

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Darrin Thome, Associate Regional Director  
October 23, 2024

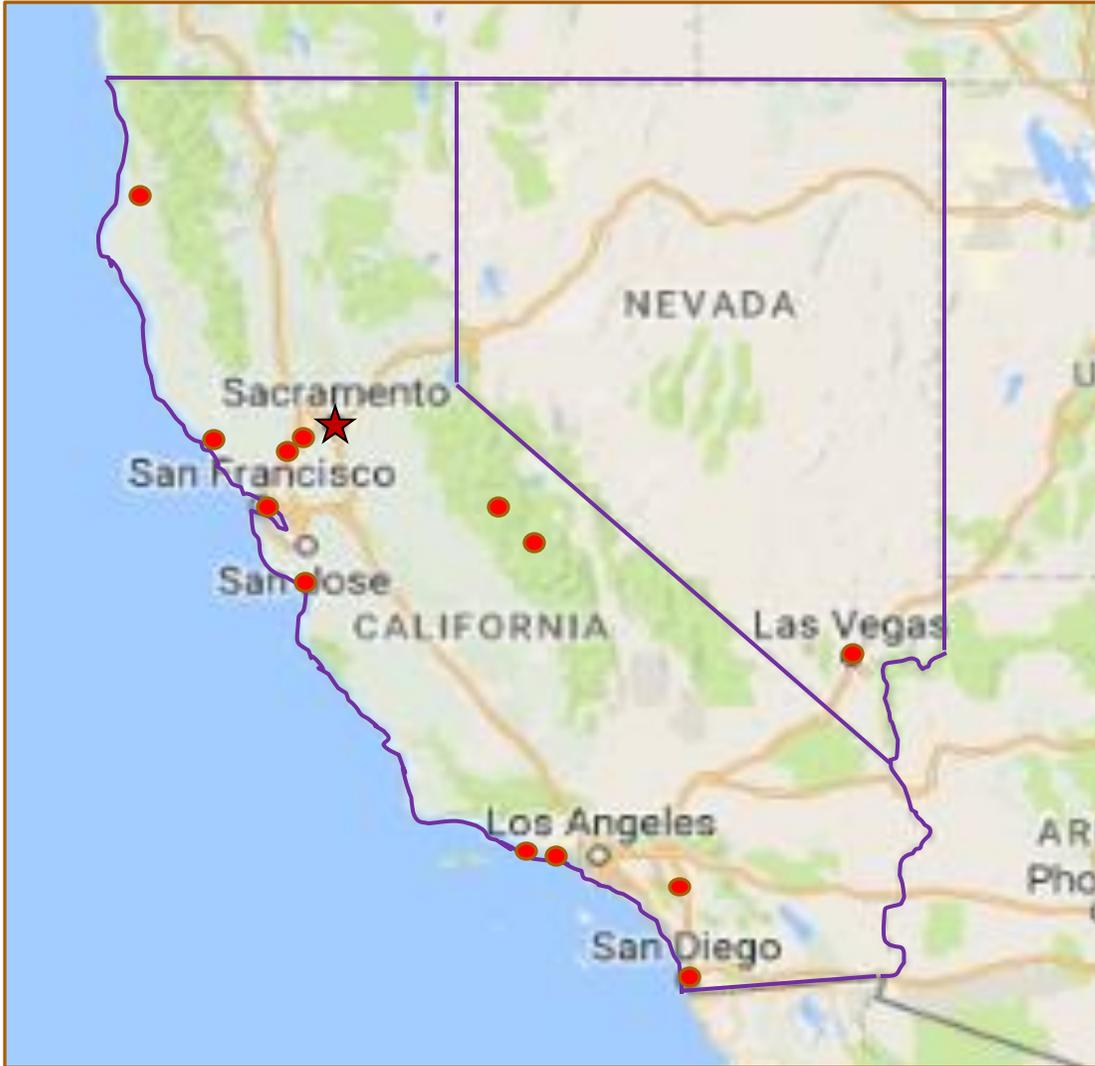
# USGS Southwest Region – Regional Office



## Ten Science Centers

- Western Ecological Research Center
- Southwest Biological Science Center
- California Water Science Center
- Nevada Water Science Center
- Arizona Water Science Center
- Western Geographic Science Center
- Geol., Minerals, Energy, & Geoph. S.C.
- Astrogeology Science Center
- Pacific Coastal & Marine S. Center
- Earthquake Science Center





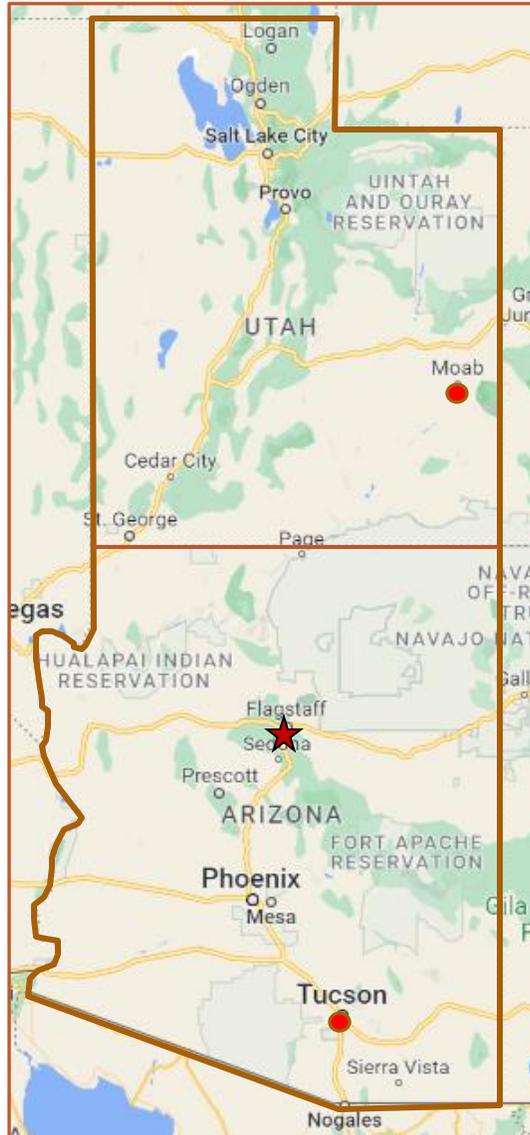
- Sacramento Headquarters
- 14 Field Stations
- 234 Employees



- Research:
  - Wildfire
  - Endangered Species
  - Sea Level Rise
  - Drought



# Southwest Biological Science Center



- Flagstaff Headquarters
- Two Field Stations
- 105 employees

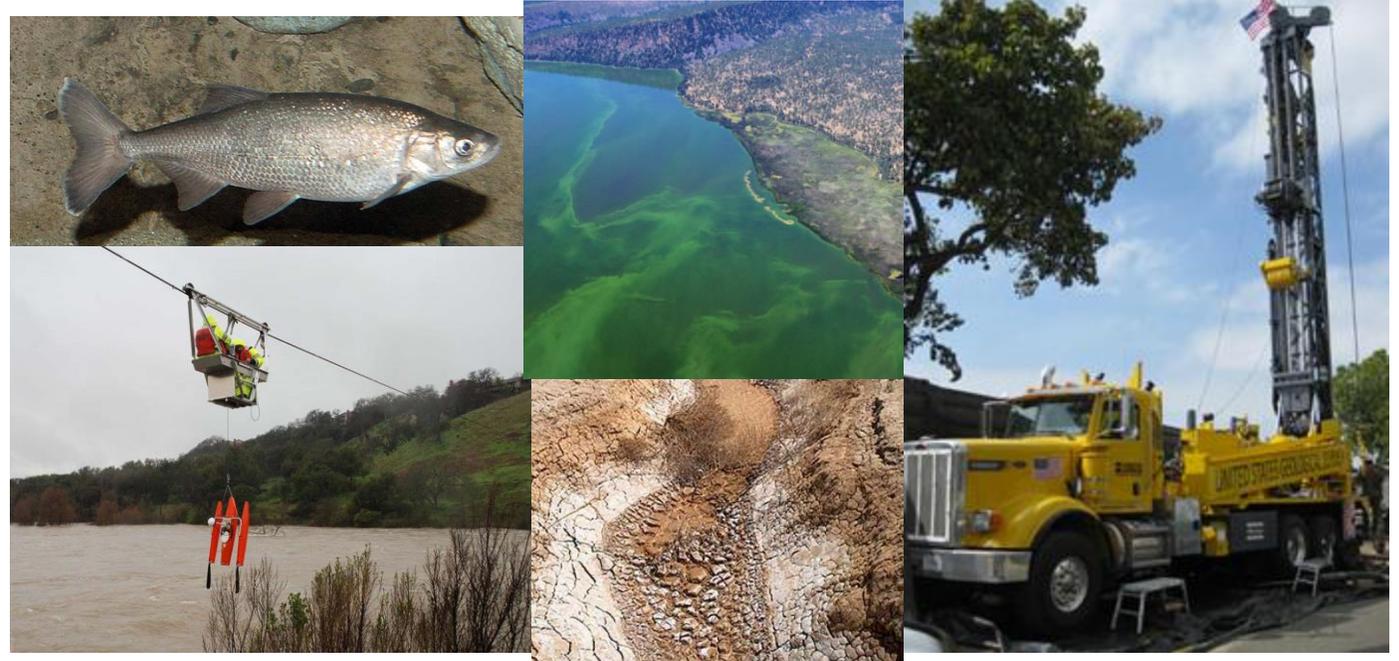
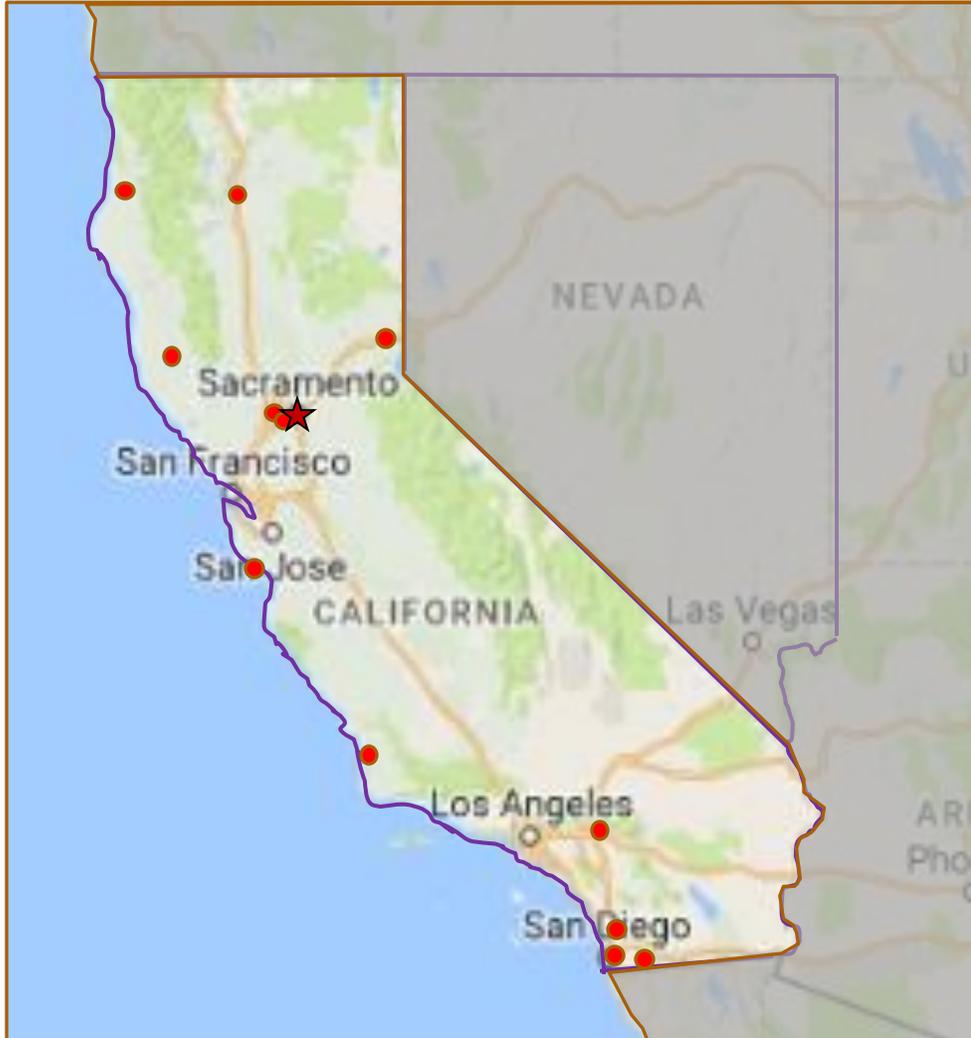


- Research:
  - Arid lands
  - Grand Canyon and Colorado River
  - Endangered Species
  - Wildfire



# California Water Science Center

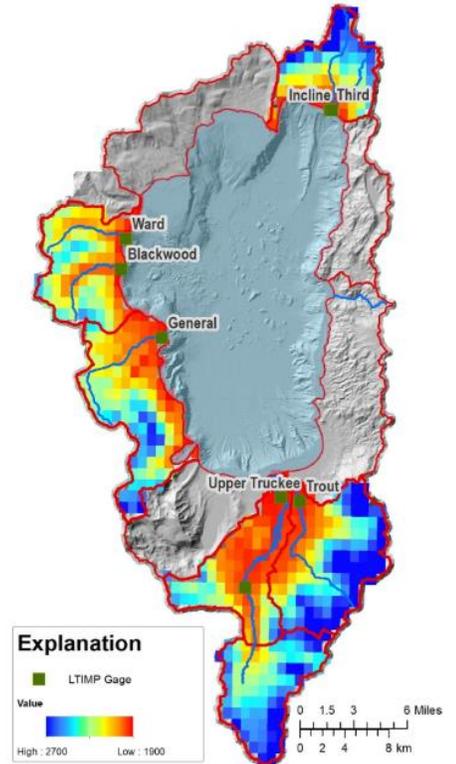
- Sacramento Headquarters
- 13 Total Field Stations
- 314 employees



- Aquatic Ecology
- Surface Water
- Water Quality
- Ground Water

# Nevada Water Science Center

- Carson City Headquarters
- Two Field Stations
- 70 employees



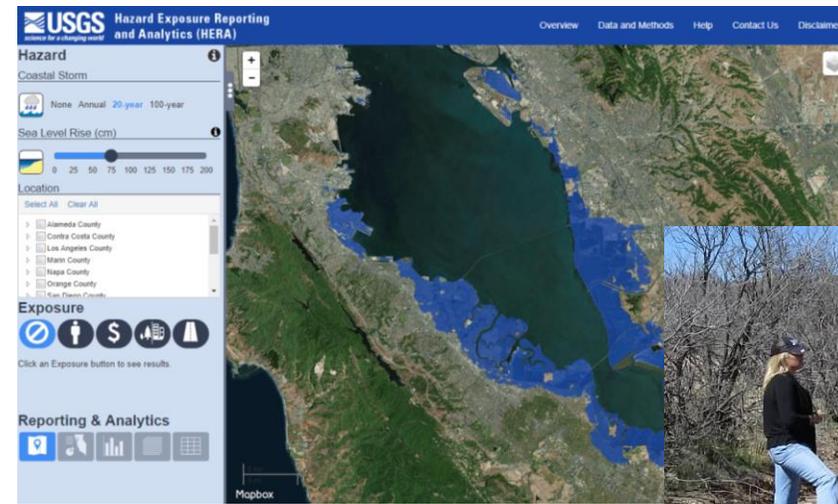
- Widespread data networks, groundwater, surface water, water quality
- Nevada Water Initiative
- Lake Tahoe Clarity
- Truckee Canal seepage

# Arizona Water Science Center



- Tucson Headquarters
- 3 Field Stations, 65 employees
- Streamflow monitoring
- Microgravity to measure aquifer storage change
- Lower Colorado River (salinity monitoring, water use)
- Water Quality (Uranium project)

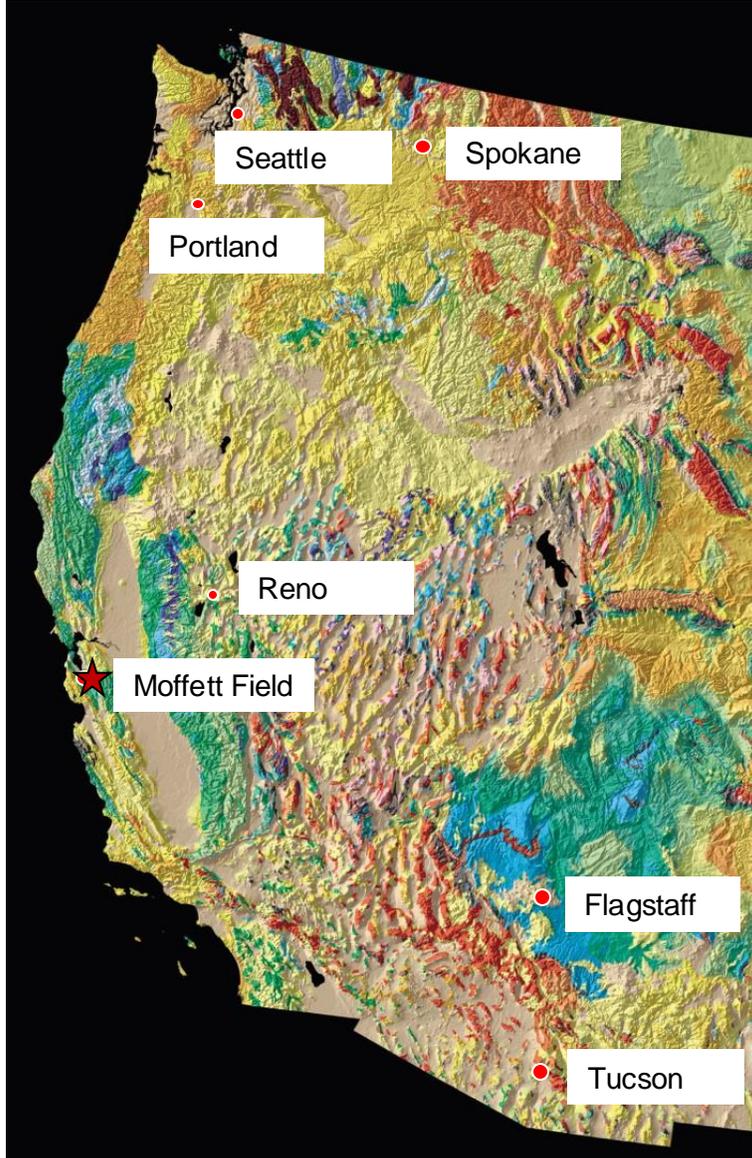
# Western Geographic Science Center



- Moffett Field Headquarters
- 6 Field Stations
- ~30 employees
- Research:
  - land change science
  - climate change
  - hazards risk and vulnerability
  - Water availability



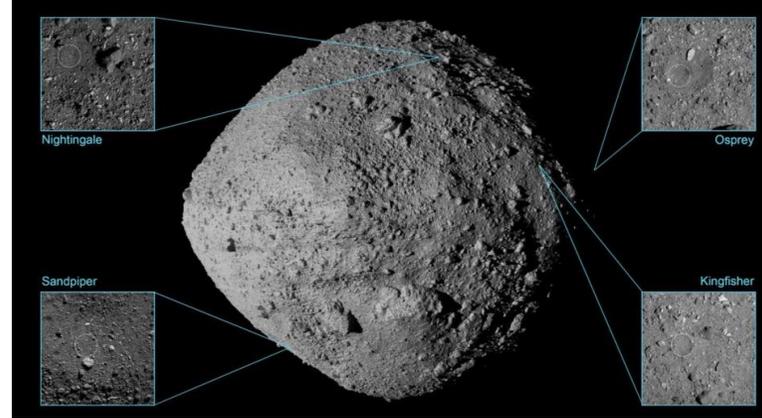
# Geology, Minerals, Energy and Geophysics Science Center



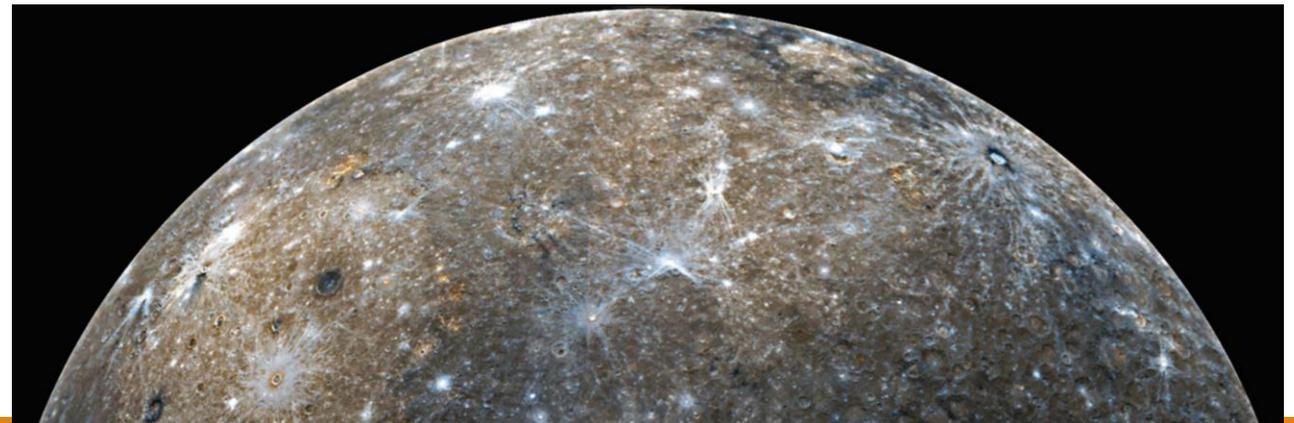
- Moffett Field Headquarters
- 6 Total Field Stations
- ~168 employees
- Research:
  - Geologic Mapping
  - Mineral resources
  - Landslide Hazards
  - Energy Resources
  - Earthquake Hazards



# Astrogeology Science Center



- Flagstaff Headquarters
- ~67 employees
- Founded in 1963 to map the moon and train Apollo astronauts
- Creates geologic maps for spacecraft missions including Mars, the Moon, Venus, Mercury



# Pacific Coastal and Marine Science Center

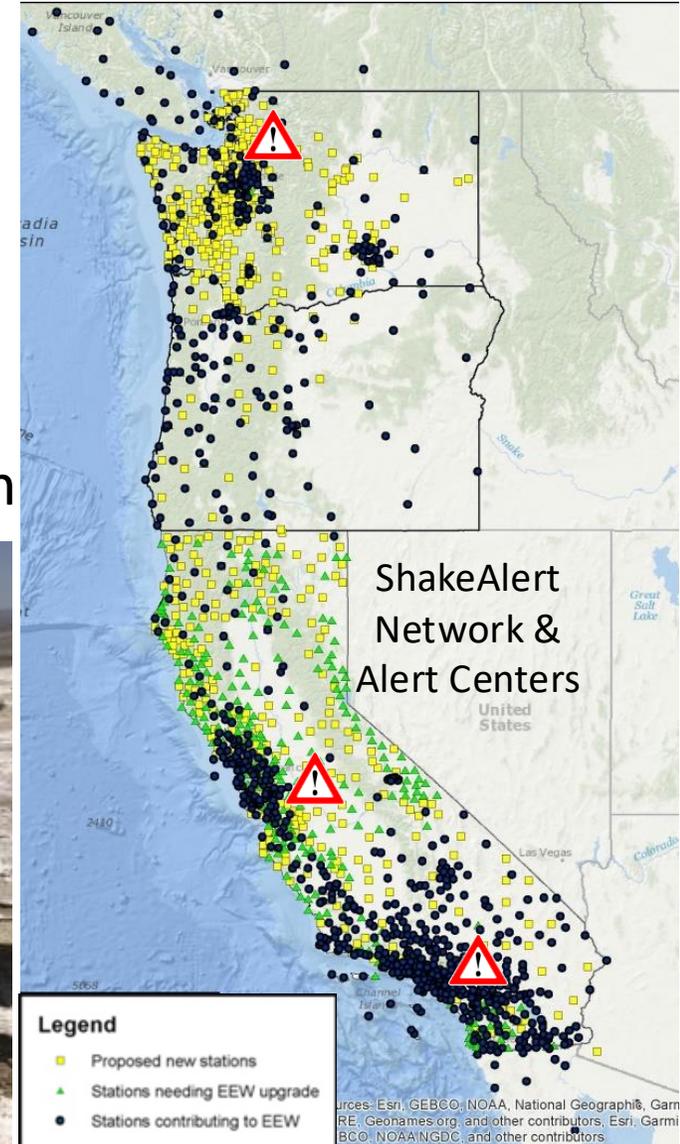


- Santa Cruz Headquarters
- 2 Field Stations
- ~122 employees
- Research:
  - Coastal climate impacts
  - Storm modeling
  - Marine mineral resources



# Earthquake Science Center

- Moffett Field Headquarters
- 2 Field Stations
- ~138 employees
- Monitors earthquakes from Canadian border to Mexican border.
- ShakeAlert earthquake early warning system



# Thank you!

Darrin Thome, [dthome@usgs.gov](mailto:dthome@usgs.gov), 916-716-4821

# Department of the Interior

## Small Business Procurement Program

**Colleen Finnegan**  
**Director**  
**U.S. Department of the Interior**  
**Office of Small and Disadvantaged Business Utilization**

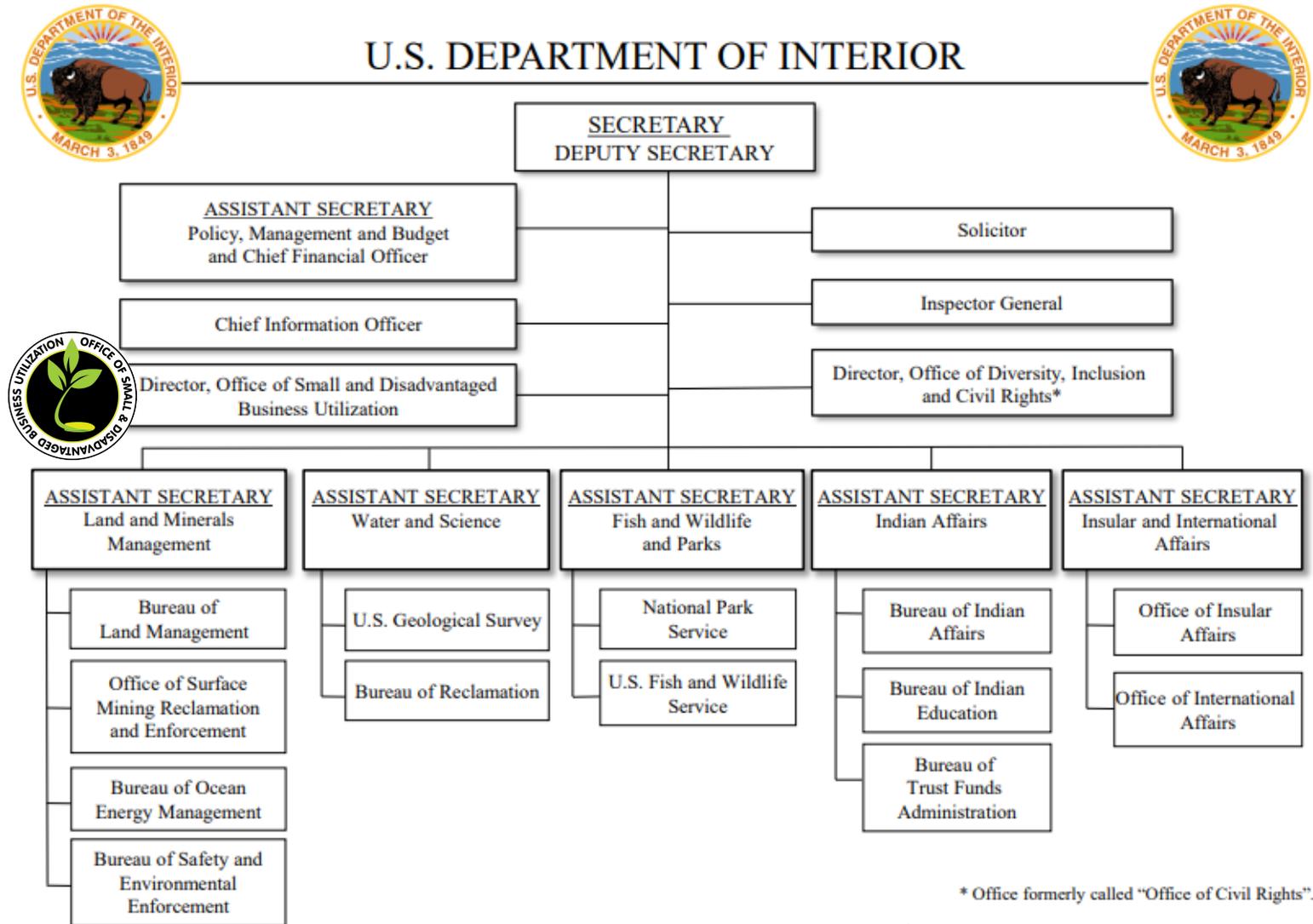
# DOI Mission

Our Mission: Protecting America's Great Outdoors and Powering Our Future

The Department of the Interior protects and manages the Nation's natural resources and cultural heritage; provides scientific and other information about those resources; and honors its trust responsibilities or special commitments to American Indians, Alaska Natives, and affiliated island communities.



# Interior's - Organization



# DOI Small Business Program

## A Team Approach

DOI Small Business Specialist Directory: [www.doi.gov/osdbu](http://www.doi.gov/osdbu)



DOI Office of Small and Disadvantaged Business Utilization



Bureau Headquarters Small Business Specialists



Bureau Small Business Specialists



Bureau/Office Program Staff



Bureau/Office Contract Staff

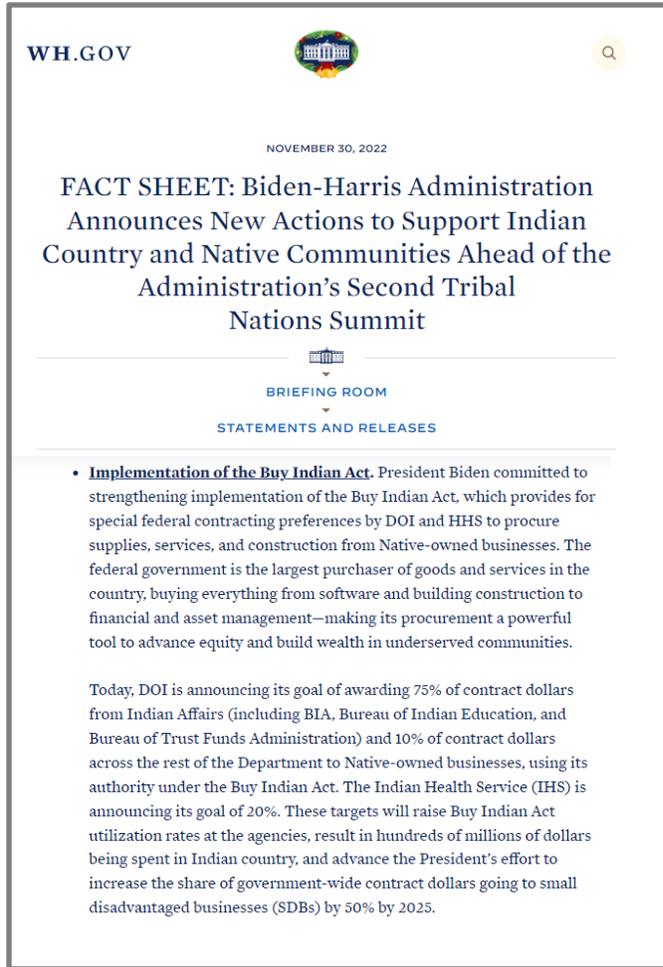
**TIP:** DOI is a decentralized agency, each Bureau/Office has a unique mission and specific needs, we recommend small businesses start by targeting the Bureaus/Offices who procure their products and services and utilize the small business program network to gain a deeper understanding of those Bureaus.

# DOI Small Business Goaling and Performance

	FY 2021		FY 2022		FY 2023	
	Prime Goal	Prime Performance	Prime Goal	Prime Performance	Prime Goal	Subcontracting Goal
Small Business (SB)	50%	61%	45%	63%	49%	43%
Small Disadvantaged Business (SDB)	5%	33%	28%	38%	30%	5%
Women-Owned Small Business (WOSB)	5%	14%	5%	13%	5%	5%
Service-Disabled Veteran Owned Small Business (SDVOSB)	3%	5%	3%	5%	3%	3%
Businesses Located in historically Underutilized Business Zones (HUBZone)	3%	8%	3%	10%	3%	3%
Indian Small Business Economic Enterprises (ISBEE)	n/a	n/a	n/a	n/a	10%	3%
DOI Small Business Procurement Scorecard	A+		A+		TBD	

Source: DOI Scorecard <https://www.sba.gov/agency-scorecards/index.html>

# Buy Indian Act and DOI



WH.GOV

NOVEMBER 30, 2022

**FACT SHEET: Biden-Harris Administration Announces New Actions to Support Indian Country and Native Communities Ahead of the Administration's Second Tribal Nations Summit**

BRIEFING ROOM

STATEMENTS AND RELEASES

- **Implementation of the Buy Indian Act.** President Biden committed to strengthening implementation of the Buy Indian Act, which provides for special federal contracting preferences by DOI and HHS to procure supplies, services, and construction from Native-owned businesses. The federal government is the largest purchaser of goods and services in the country, buying everything from software and building construction to financial and asset management—making its procurement a powerful tool to advance equity and build wealth in underserved communities.

Today, DOI is announcing its goal of awarding 75% of contract dollars from Indian Affairs (including BIA, Bureau of Indian Education, and Bureau of Trust Funds Administration) and 10% of contract dollars across the rest of the Department to Native-owned businesses, using its authority under the Buy Indian Act. The Indian Health Service (IHS) is announcing its goal of 20%. These targets will raise Buy Indian Act utilization rates at the agencies, result in hundreds of millions of dollars being spent in Indian country, and advance the President's effort to increase the share of government-wide contract dollars going to small disadvantaged businesses (SDBs) by 50% by 2025.

The Act provides DOI with the authority to set aside certain procurement opportunities for Indian-owned and controlled businesses.

DOI published final revised Buy Indian Act Regulations in April 2022.

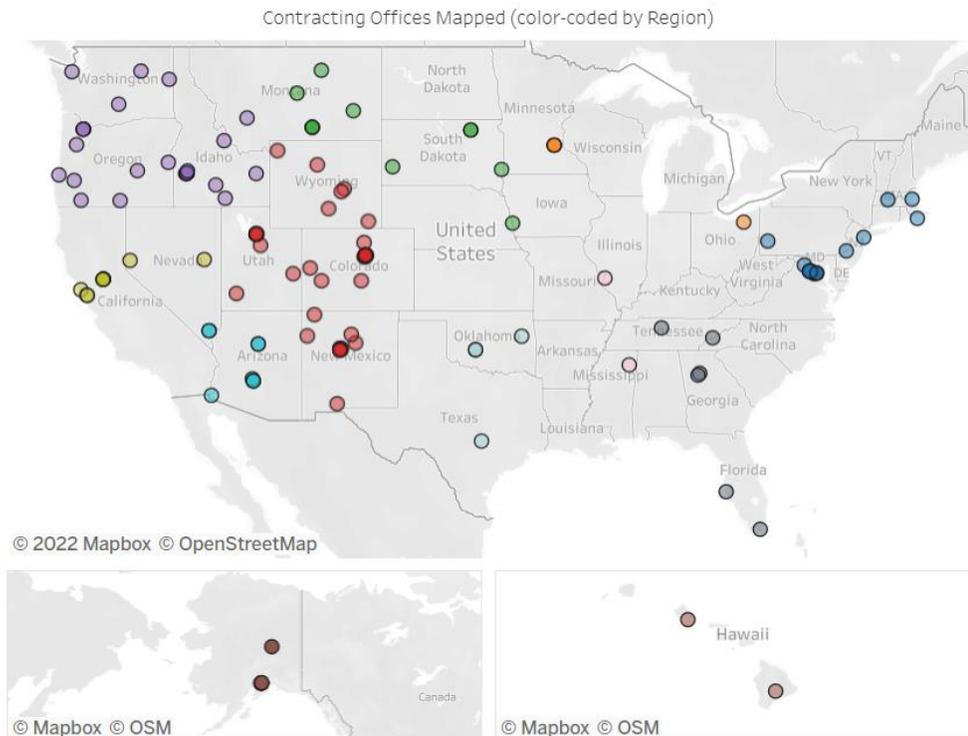
**NEW DOI Indian Small Business Economic Enterprise (ISBEE) Goals Announced November 2022!**

- Indian Affairs (BIA, BIE & BTFA) – Maximum Practicable
- Non-Indian Affairs DOI Bureaus – Prime Contracting 10%

# DOI's Purchasing Portfolio

## Top 3 NAICS

- All Obligations
  - 541519 – Other Computer Related Services
  - 236220 – Commercial and Institutional Building Construction
  - 237990 – Other Heavy and Civil Engineering Construction
  
- Small Business Obligations
  - 5415 – Computer Systems Design and Related Services
  - 2362 – Nonresidential Building Construction
  - 5416 – Management, Scientific, and Technical Consulting Services
  
- Small Business New Entrant Obligations
  - 5416 – Management, Scientific, and Technical Consulting Services
  - 5419 – Other Professional, Scientific, and Technical Services
  - 2382 – Building Equipment Contractors



# Contracting Opportunities

- DOI Forecast of Contracting Opportunities: [www.doi.gov/OSDBU](http://www.doi.gov/OSDBU)
- DOI Contracting Opportunities can be found on the System for Award Management (SAM) <https://sam.gov/>
- Purchase Card Programs
- Orders from pre-existing contracting vehicles such as the U.S. General Services Administration Federal Supply Schedules ([www.gsa.gov](http://www.gsa.gov))
- Unsolicited Proposals
- Subcontracting
- Downstream Opportunities

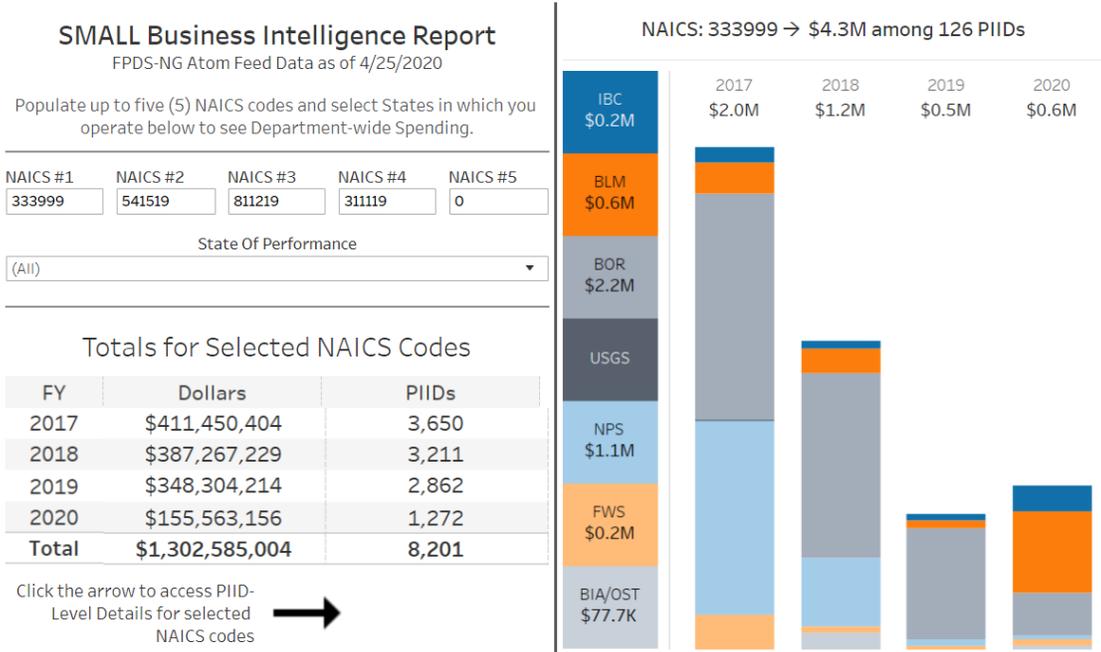
The screenshot displays the SAM.gov search interface. The search results are filtered to show 1,013 results. The first three results are:

- GRD Fire Building Flooring Replacement**  
Notice ID: 140L5722Q0015  
Current Date Offers Due: August 01, 2022 at 02:00 PM EDT  
Notice Type: Original Solicitation  
Updated Date: Jul 20, 2022  
Published Date: Jul 20, 2022
- AERIAL LIFT FOR NPS, Fort Pulaski NM**  
Notice ID: 140P5122Q0093  
Current Date Offers Due: July 27, 2022 at 12:00 PM EDT  
Notice Type: Original Combined Synopsis/Solicitation  
Updated Date: Jul 20, 2022  
Published Date: Jul 20, 2022
- Y-GUFFEY GORGE DESIGN BUILD TRAIL**  
Notice ID: 140L1722R0009  
Current Date Offers Due: August 11, 2022 at 07:00 PM EDT  
Notice Type: Updated Solicitation  
Updated Date: Jul 20, 2022  
Published Date: Jul 20, 2022

The interface includes a search bar, filters for domain, keyword search, and various filters for federal organizations, dates, and product information.

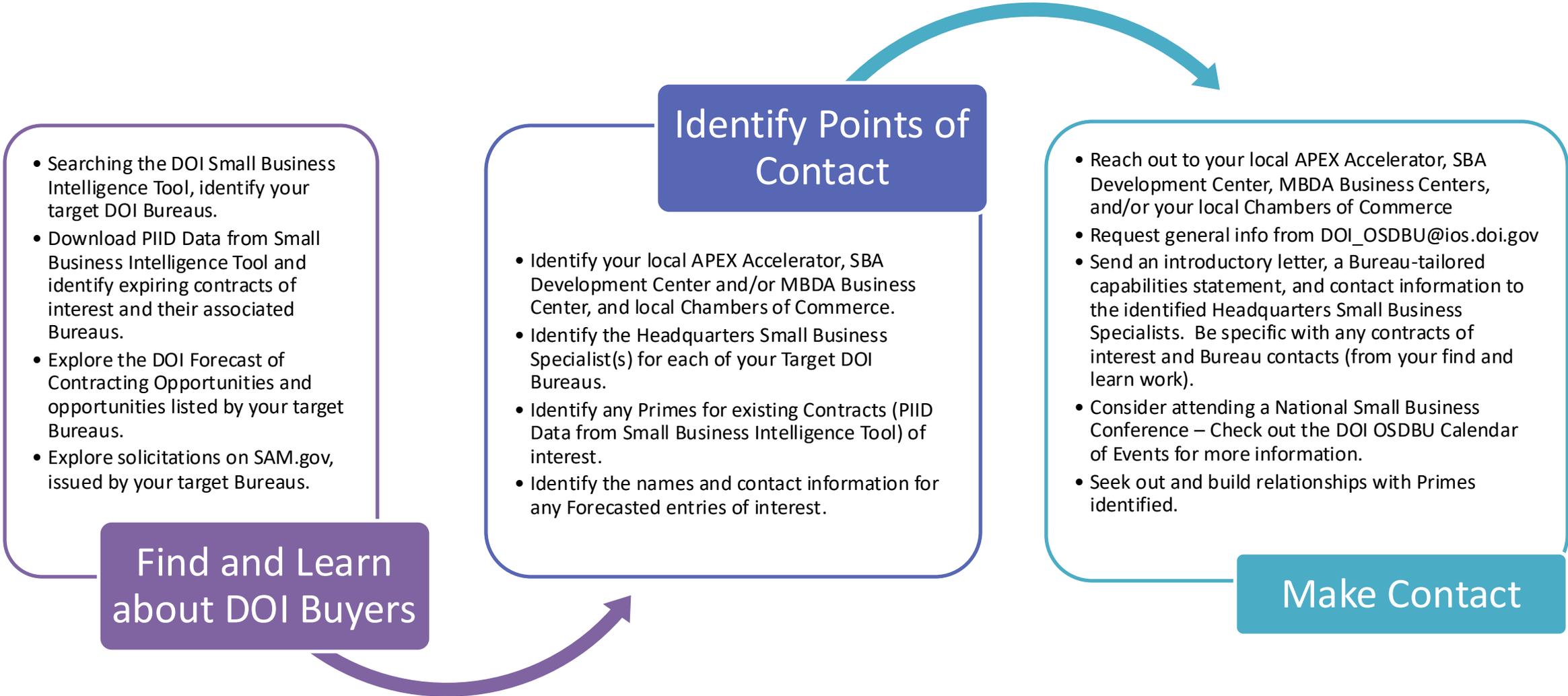
**TIP:** As a registered SAM.gov user, take advantage of features including setting alerts, saving searches, following opportunities, and setting notifications in order to monitor contracting opportunities, solicitations and notices.

# DOI Small Business Intelligence Tool



- Designed to help small businesses identify opportunities at DOI
- Identify size of market at DOI
- Identify DOI and bureau spending patterns
- Reveal expiring contracts to target incumbents
- <https://www.doi.gov/pmb/osdbu/small-business-intelligence-tool>

# Putting It All Together – Working With DOI



## Find and Learn about DOI Buyers

- Searching the DOI Small Business Intelligence Tool, identify your target DOI Bureaus.
- Download PIID Data from Small Business Intelligence Tool and identify expiring contracts of interest and their associated Bureaus.
- Explore the DOI Forecast of Contracting Opportunities and opportunities listed by your target Bureaus.
- Explore solicitations on SAM.gov, issued by your target Bureaus.

## Identify Points of Contact

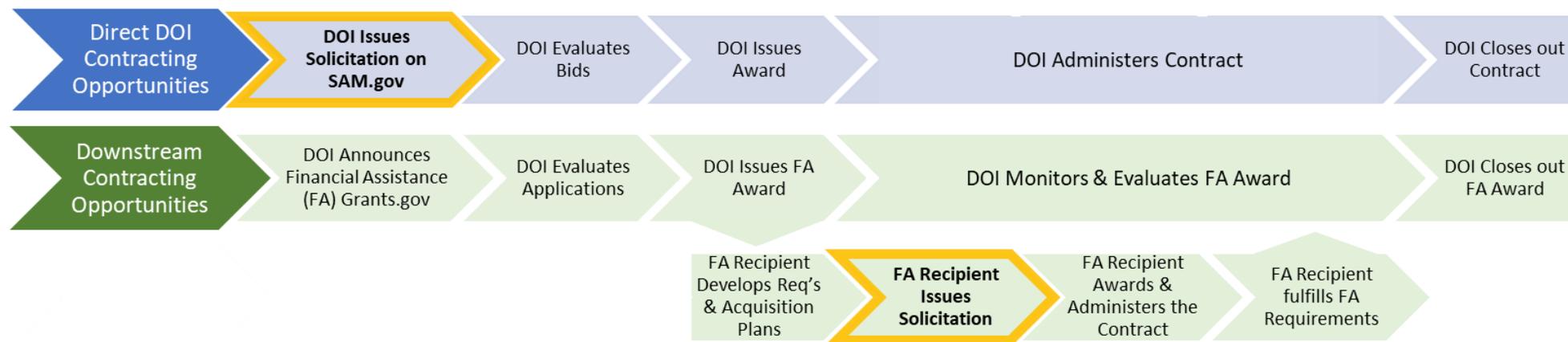
- Identify your local APEX Accelerator, SBA Development Center and/or MBDA Business Center, and local Chambers of Commerce.
- Identify the Headquarters Small Business Specialist(s) for each of your Target DOI Bureaus.
- Identify any Primes for existing Contracts (PIID Data from Small Business Intelligence Tool) of interest.
- Identify the names and contact information for any Forecasted entries of interest.

## Make Contact

- Reach out to your local APEX Accelerator, SBA Development Center, MBDA Business Centers, and/or your local Chambers of Commerce
- Request general info from DOI\_OSDBU@ios.doi.gov
- Send an introductory letter, a Bureau-tailored capabilities statement, and contact information to the identified Headquarters Small Business Specialists. Be specific with any contracts of interest and Bureau contacts (from your find and learn work).
- Consider attending a National Small Business Conference – Check out the DOI OSDBU Calendar of Events for more information.
- Seek out and build relationships with Primes identified.

# One Last Note: Downstream Contracting

- DOI awards billions in Financial Assistance on a yearly basis.
- The recipients of Financial Assistance, include State and municipal governments, universities, tribes, non-profit organizations, small for-profits, and other entities,
- Recipients often require the services and/or products of vendors to successfully fulfill the requirements of the grants and/or cooperative agreement.
- These opportunities are announced by the awardees of DOI Financial Assistance and are referred to as Downstream Contracting Opportunities.



# Other Federal Small Business Resources

- Small Business Administration  
[www.sba.gov](http://www.sba.gov)
- SBA Small Business Development Centers  
[www.sba.gov](http://www.sba.gov)
- Procurement Technical Assistance Centers  
[www.aptac-us.org/](http://www.aptac-us.org/)
- Minority Business Centers  
[www.mbda.gov](http://www.mbda.gov)
- Spending Explorer on  
[www.USASpending.gov](http://www.USASpending.gov)



# U.S. Department of the Interior Office of Small and Disadvantaged Business Utilization



Website: [www.doi.gov/osdbu](http://www.doi.gov/osdbu)

Email: [doi\\_osdbu@ios.doi.gov](mailto:doi_osdbu@ios.doi.gov)



U.S. Small Business  
Administration

# **Colleen Burns**

**Area Wide**

**Procurement Center Representative**

**El Paso, Texas**

**Area V, SBA Office of Government Contracting**



U.S. Small Business  
Administration

# **SBA**

# **Office of Government Contracting**

## **Procurement Center Representative Functions & Responsibilities**

# U.S. Small Business Administration Office of Government Contracting

Who We Are and What We Do

## Mission

The Office of Government Contracting (GC) works to create an environment for maximum participation by small, disadvantaged, and woman-owned businesses in federal government contract awards and large prime subcontract awards. GC advocates on behalf of small business in the federal procurement world.

<https://www.sba.gov/offices/headquarters/ogc>

# PCR Roles and Responsibilities

# Procurement Center Representatives



## **Audit and Advocate**

Assures SBs are given fair consideration and opportunity in federal procurements; review Agency's SB coordination records



## **Inform**

Informs agencies on updates to SB regulations and changes in SBA certification programs



## **Counsel**

Receives copies of Cure/Show Cause notices of SB firms headquartered in the PCRs territory; contacts firm to offer assistance if needed



## **Assist**

Assists agencies in meeting their SB goals through training, counseling and technical assistance; participates in outreach events



## **Review**

Review Subcontracting Plans for compliance prior to award

# PCR Authority and Qualifications

## FAR 19.402

SBA procurement center representatives.

## 48 CFR § 19.402

SBA procurement center representatives.

## 13 CFR § 125.2

SBA's responsibilities in the acquisition planning process.

- 1. Acquisition Professionals (1102s)**
- 2. Level III FAC-C Certified**
- 3. Complete OJT**
- 4. Public Trust/Security Clearance**

# Types of PCRs

**1** Area Wide

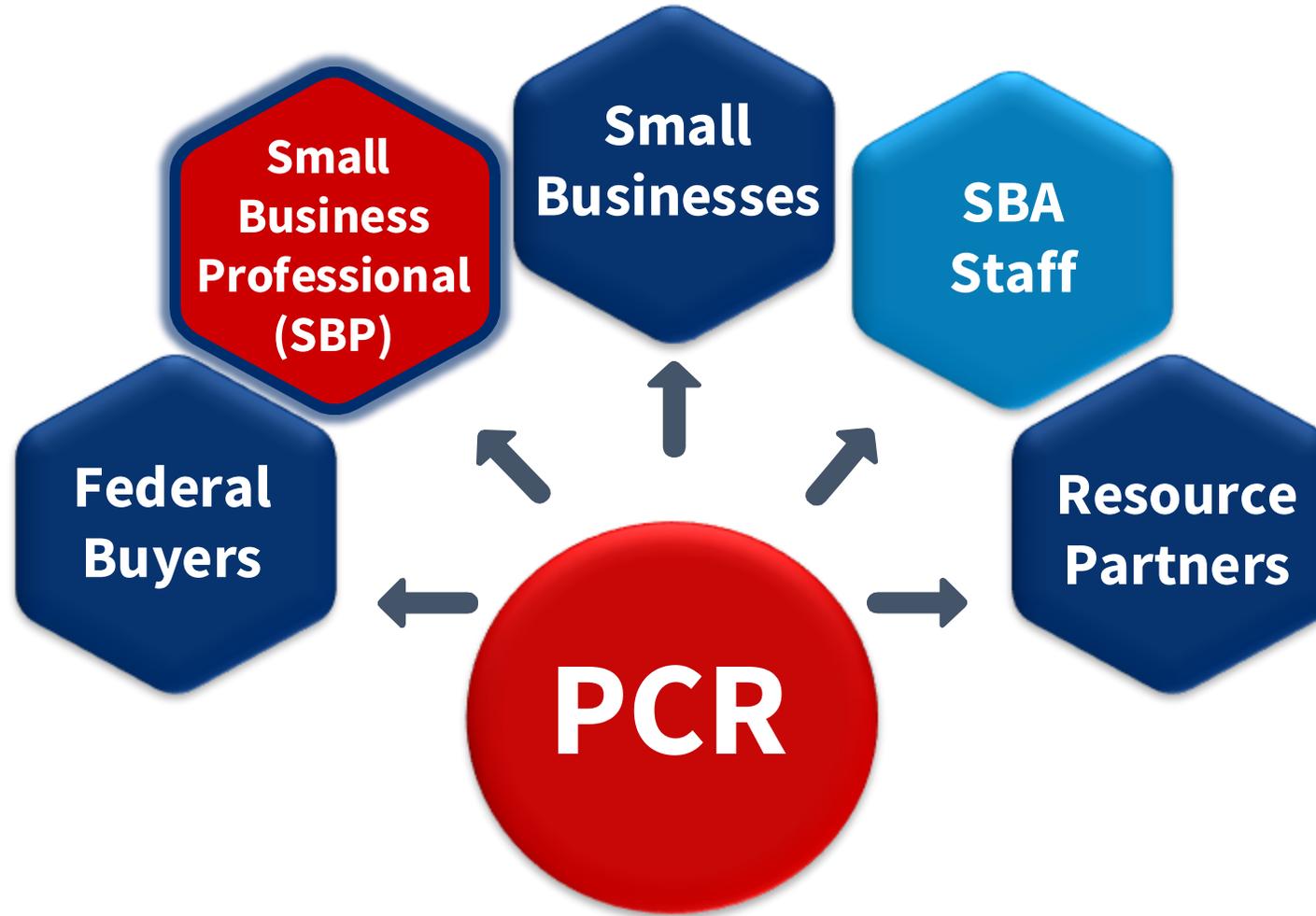
**2** Statewide PCR (Resident or Liaison)

**3** Multiple PCRs in one State

[Procurement Center Representative directory \(sba.gov\)](https://www.sba.gov)

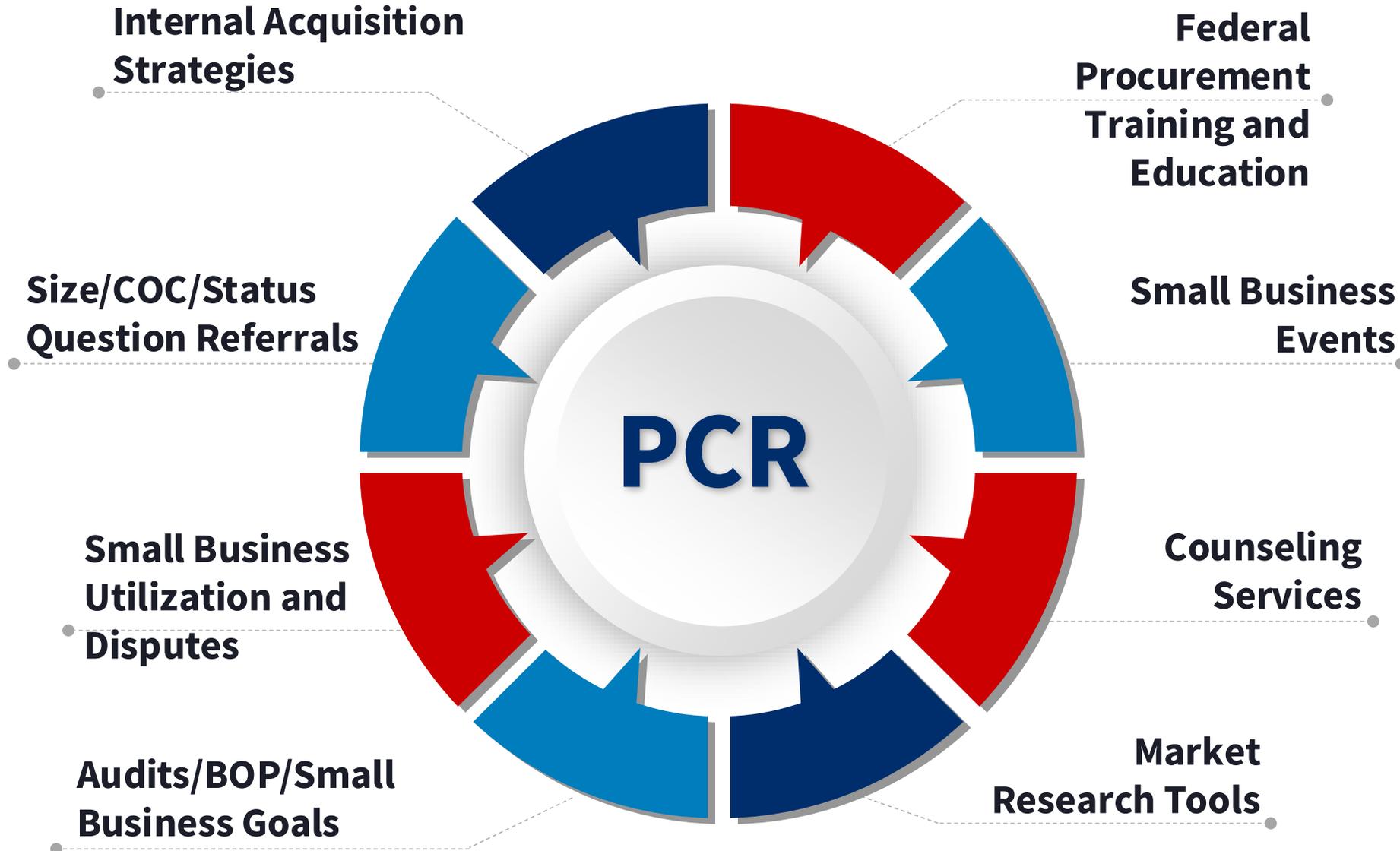
# PCR's Customers

PCRs interact with an array of customers on multiple levels to achieve a variety of outcomes when performing compliance and advocacy.



# **When to Contact a PCR**

# When to contact a PCR





U.S. Small Business  
Administration

# Acquisition Reviews

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

# What does a PCR look for?





U.S. Small Business  
Administration

# Training

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

# Training Topics

**1** Market Research

**2** Subcontracting Plans

**3** Socioeconomic Cat.(8(a), SDB, HubZ)

**4** NMR, COC, Size Standards, etc.



U.S. Small Business  
Administration

# Questions?

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



— BUREAU OF —  
RECLAMATION

# Bureau of Reclamation

Agency and SB Program Overview

Kelli Greene

# Reclamation Mission

- To manage, develop, and protect water and related resources in an environmentally and economically sound manner in the interest of the American public.



# Reclamation – About Us

- Bureau within the Department of Interior (DOI)
- Five regions operating in 17 western states
- Largest wholesaler of water in the country, bringing water to more than 31 million people
- Second largest producer of hydroelectric power in the United States
  - 58 power plants provide more than 40 billion kilowatt hours annually, producing enough electricity to serve 3.5 million homes



# Reclamation – About Us

- Provide 1 out of 5 western farmers with irrigation water for 10 million farmland acres that produce 60% of the nation's vegetables and 25% of its fruits and nuts
- Manages in partnership, 300+ recreation sites that are visited by 90 million people a year
- Endangered Species habitats, manage 18 conservation areas along the lower Colorado River



# Reclamation Regions



# Small Business Program

- Building small business partnerships one award at a time!
- Assist the small and socio-economic business community to develop and grow by fostering an environment where highly skilled businesses are treated fairly while competing for Reclamation contracting and subcontracting dollars
- Provide tools to maximize contract opportunities
- Ensure large businesses are providing maximum subcontracting opportunities for small and socio-economic businesses



# Small Business Specialists POCs

Region	Contact	Email
Headquarters	Melissa Trotter	<a href="mailto:mtrotter@usbr.gov">mtrotter@usbr.gov</a>
Headquarters	Kelli Greene	<a href="mailto:kgreene@usbr.gov">kgreene@usbr.gov</a>
Columbia-Pacific Northwest	Kristal Jones	<a href="mailto:krjones@usbr.gov">krjones@usbr.gov</a>
California Great Basin	Michael Mayfield	<a href="mailto:mmayfield@usbr.gov">mmayfield@usbr.gov</a>
Lower Colorado Basin	Jenna Kent	<a href="mailto:jkent@usbr.gov">jkent@usbr.gov</a>
Upper Colorado Basin	Monica Burgio	<a href="mailto:mburgio@usbr.gov">mburgio@usbr.gov</a>
Missouri Basin	Laura Huynh	<a href="mailto:lhuynh@usbr.gov">lhuynh@usbr.gov</a>
Denver Office	Gary Cooper	<a href="mailto:gcooper@usbr.gov">gcooper@usbr.gov</a>



# Small Business Awards

## Small Business Goals: Yearly Summary

FY 2024 Data

FY 2024 data valid through SEPT 26, 2024.

21K

\$6.54bn

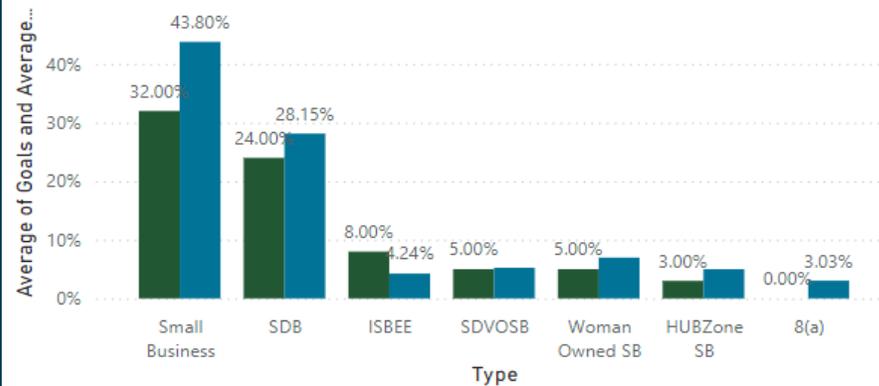
Sum of Total Actions

Sum of Total Dollars Obligated

Type	Sum of Goaling Actions	% of Actions	Sum of Goaling Dollars Obligated
Woman Owned SB	636	17.90%	\$75,971,177
Small Business	2339	65.83%	\$477,625,006
SDVOSB	278	7.82%	\$57,115,629
SDB	977	27.50%	\$306,960,680
ISBEE			\$46,610,966
HUBZone SB	210	5.91%	\$54,538,142
8(a)	93	2.62%	\$33,044,978
<b>Total</b>	<b>4533</b>		<b>\$1,051,866,578</b>

Goals vs % Dollars Obligated by Type

● Average of Goals ● Average of % of Dollars Obligated



FY 2023 Data

22K

\$4.3bn

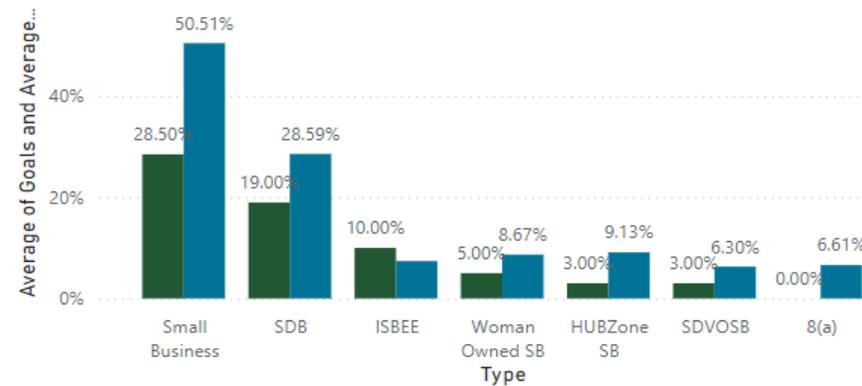
Sum of Total Actions

Sum of Total Dollars Obligated

Type	Sum of Goaling Actions	% of Actions	Sum of Goaling Dollars Obligated
SDVOSB	223	6.21%	\$45,104,321.11
8(a)	147	4.09%	\$47,307,764.35
ISBEE			\$52,100,000
Woman Owned SB	674	18.77%	\$62,100,381.46
HUBZone SB	236	6.57%	\$65,385,441.65
SDB	1029	28.65%	\$204,733,368.82
Small Business	2401	66.86%	\$361,688,555.79
<b>Total</b>	<b>4710</b>		<b>\$838,419,833.18</b>

Goals vs % Dollars Obligated by Type

● Average of Goals ● Average of % of Dollars Obligated



# What We Buy!

## COMMODITIES

Information Processing Resources (hardware, software, laptops, and telecommunication), Equipment (hydraulic turbines, pumps and valves, motors, transformers, office machines, safety and drilling), Supplies (laboratory, chemical, and engineering supplies, along with office and equipment supplies)

## SERVICES

Research - applied science, earth science studies, systems design, data processing, janitorial, refuse removal, preventative maintenance, A/E, professional and administrative services, water resources planning and development, and facilities management

## CONSTRUCTION

New construction, repair, O&M, canals, dams, drainage facilities, electric transmission, levee erosion control, power plants, office remodeling; highway, railroad, access roads, and utility relocation.



# What We Buy!

## Top 5 NAICS

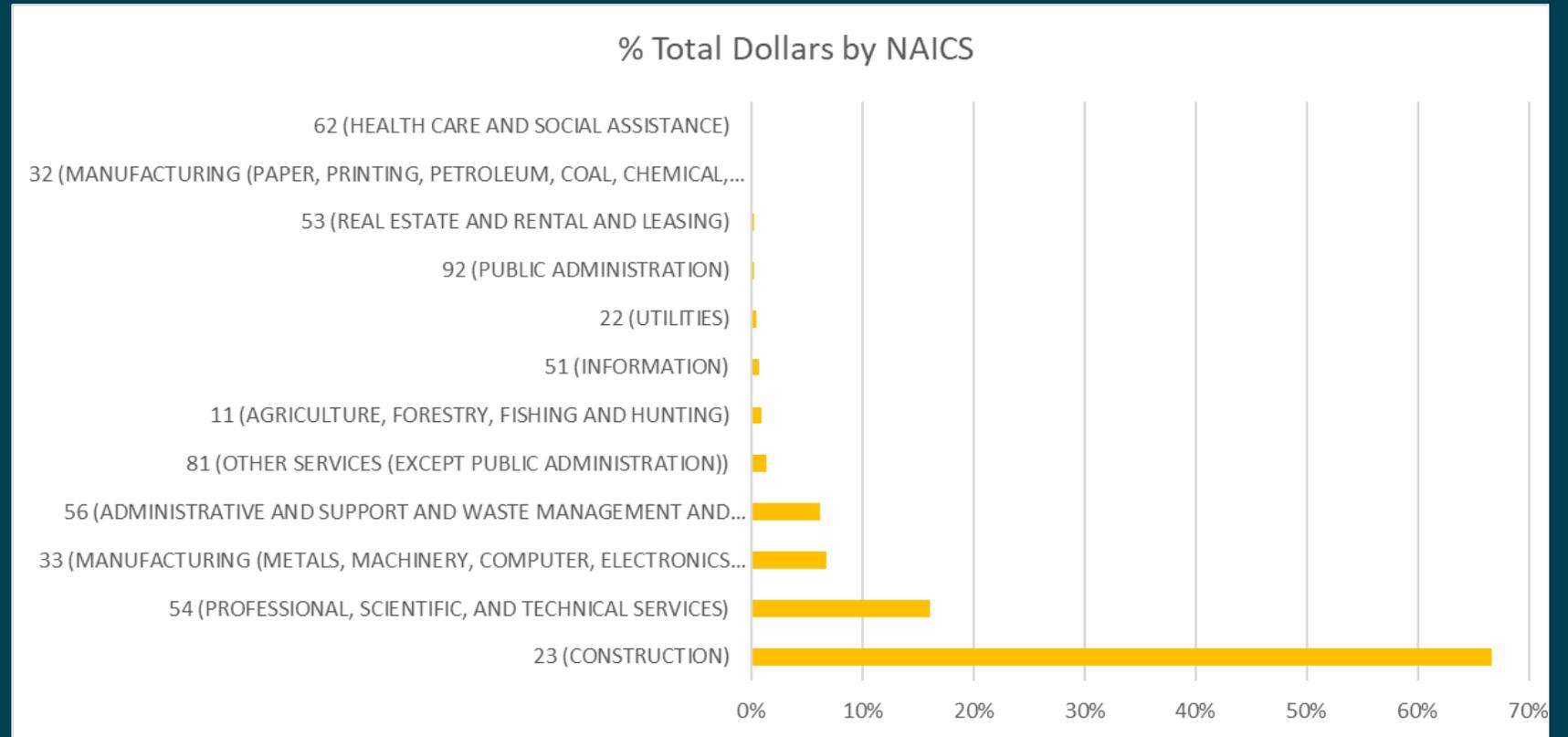
23 - Construction

54 - Professional, Scientific,  
and Technical Services

33 - Manufacturing

56 - Admin and Support,  
Waste Mgmt and  
Remediation Svcs

81 - Other Services (Except  
Public Administration)



# What We Buy - PSC

## Top 5 PCS

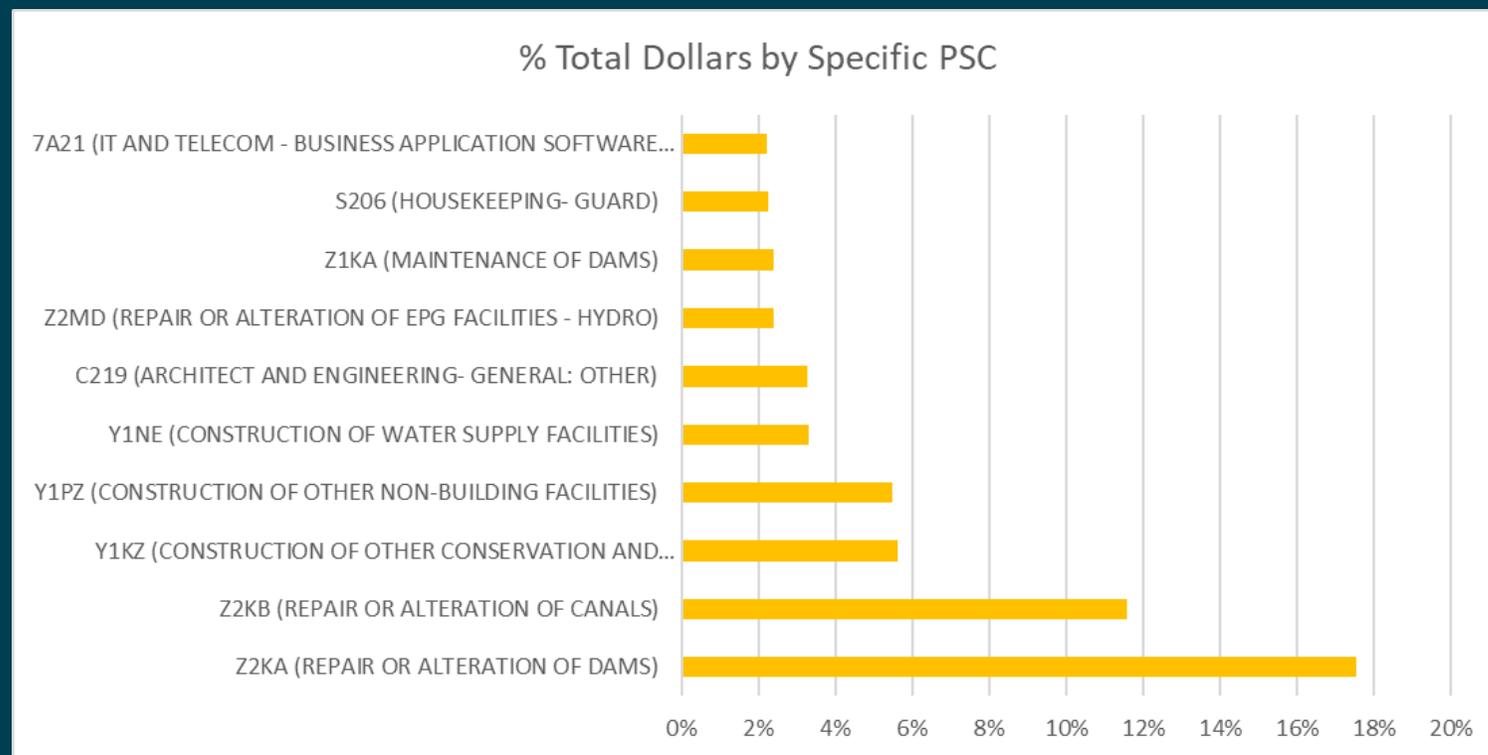
Z2 \_\_ – Repair or Alteration of Structures and Facilities

Y1 \_\_ – Construction of Structures and Facilities

C2 \_\_ – Architect and Engineering- General

S2 \_\_ – Housekeeping

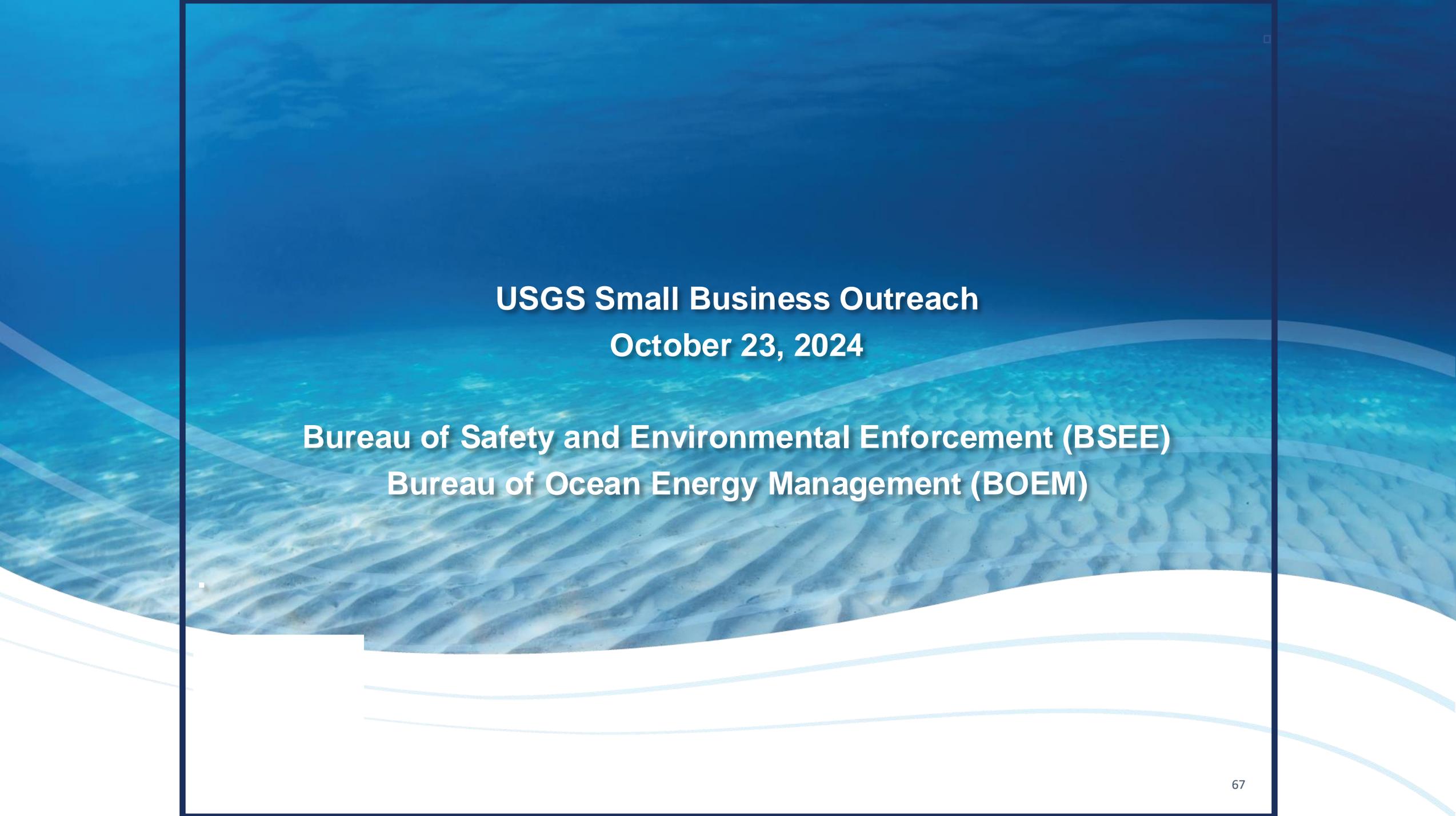
7A \_\_ – IT and Telecom - Applications



# How to do Business with Reclamation

- Market your Business
- Registering
- Forecast
- FY Small Business Goals and Targets
  - Prime and Sub
- Small Business Specialists Contact Information





**USGS Small Business Outreach**  
**October 23, 2024**

**Bureau of Safety and Environmental Enforcement (BSEE)**  
**Bureau of Ocean Energy Management (BOEM)**

# MISSION

- The Bureau of Safety and Environmental Enforcement works to promote safety, protect the environment, and conserve resources through vigorous regulatory oversight and enforcement. Functions include field operations including permitting and research, inspections, offshore regulatory program, oil spill response and training and environmental compliance. Click [HERE](#) to learn more about BSEE.



# Strategic Plan

- The Bureau of Safety and Environmental Enforcement (BSEE) is America's lead agency charged with advancing safety, environmental protection and conserving natural resources related to energy development on the U.S. Outer Continental Shelf (OCS). Our work is guided by the 4 strategic goals below, the corresponding strategic objectives listed, and the guiding principles outlined by the 5 Cs.
- 1. People: Attract, develop and retain a diverse, skilled and engaged workforce.
- 2. Protection: Reduce risk to people and the environment in offshore operations.
- 3. Reliability: Consistent reliance on system and tools that sustain trust, transparency, and accountability.
- 4. Sustainability: Advance the conservation of natural resources through conscientious and responsible energy development.

**5 Cs: Culture \* Communication \* Coordination  
Collaboration \* Commitment**

# Bureau of Ocean Energy Management (BOEM)

## Mission

**BOEM manages the responsible development of America's offshore energy and mineral resources. The bureau promotes energy independence, environmental protection and economic development through responsible, science-based management of energy and mineral resources on the U.S. Outer Continental Shelf (OCS). See more about BOEM. Click [HERE](#).**



# Quick Facts about BOEM

- **Protects the environment while ensuring the safe development of the Nation's offshore energy and marine mineral resources.**
- **Have completed over 3400 environmental studies and reports.**
- **Mange 1.7 billion acres on the Outer Continental Shelf (OCS); 30+ million are currently leased for oil/natural gas exploration and development.**
- **XX OCS consists of submerged lands, soils and seabed lying beyond the state waters. It generally begins 3-9 miles from shore depending on the state and extends at least 200 nautical miles seaward. XX**

# FUNCTIONS & TASKS RELATED TO OUR DOLLARS SPENT

- **Oil and gas permitting, facility inspections, regulations and standards development, safety research, field operations, environmental compliance and enforcement, review of operator oil spill response plans, production and development, conservation, and operating a national training center for inspectors.**
- **Offshore leasing, resource evaluation, review and administration of oil and gas exploration and development plans, mineral and renewable energy development, economic analysis.**
- **National Environmental Policy Act analysis, and environmental studies.**
- **Decision making regarding the development of domestic offshore conventional and renewable energy resources, including ensuring that appropriate consideration of the environment is given in every case.**
- **Daily Operations functions such as furniture, systems software, copier equipment, telecommunications, personnel assistance, EEO preparation services and other actions to maintain the daily operations of the bureau.**

# NAICS CODES AND HOW WE PROCURE

- **Daily Operations requirements:** IT, IT infrastructure, software, hardware data storage. Furniture, office supplies. Most of the IT purchases are placed against the Government Wide Acquisition Contracts or GWAC for example NASA SEWP, other daily operations requirements are placed with GSA FSS schedule.
- 
- **NAICS: IT related actions in the following codes:**
  - 334113, 334290, 334310, 334111, 423430, 443120, 511120, 541511, 541512, 518210, 519130
- **Procurements which can't be procured through a GWACs are posted at SAM.gov.**
- **Other requirements:** Research and Development acquisitions from data analysis to hands on research in the gulf of Mexico. A wide variety of Studies from the oil/gas industry; alternative energy; sea systems of life under the water. These R&D and studies requirements are ongoing and may change from year to year with the environment and climate initiatives. It also includes environmental focus, engineering, data analysis, surveying and mapping.
- **NAICS: Support Activities actions relating codes:**
  - 213112, 541690, 541620, 541712, 541990, 926130, 561210

# Small Business Awards

- **Last year BSEE funded 612 actions totaling \$127M+;**
  - of which 276 were to small businesses totaling \$85M+;
  - equating to approx. 67% of dollars spent on small businesses.
  - **With \$25M to Small Disadvantaged Businesses**
  - **Including 1.4M \$ to ISBEE**
  
- **Last year BOEM funded 384 actions totaling 40M+;**
  - of which 180 were to small businesses totaling 13M+;
  - equating to approx. 32.2% of dollars spent on small businesses.
  - **With 6.6M+ to Small Disadvantaged Businesses**
- **Including 2.3M \$ to ISBEE**



# BSEE

## Bureau of Safety and Environmental Enforcement

**Thank you for your interest in doing business with  
the Department of the Interior and its' bureaus.  
We appreciate that you took time to be here today.**

**For More Information:**

**Teresa Manovich**

Procurement Analyst

Bureau Safety and Environmental  
Enforcement

[Teresa.Manovich@bsee.gov](mailto:Teresa.Manovich@bsee.gov)

(703)787-1104

\*\* Headquarters Small Business Specialist (BSEE/BOEM)

\*\* Acquisition Career Coordinator (COR Program)



# U.S. Fish and Wildlife Service

Sadie Roudebush - HQ Small Business Specialist (ALT)

# Mission and Facts

## Mission:

Working with others to conserve, protect, and enhance fish, wildlife, plants, and their habitats for the continuing benefit of the American people.

- ▶ Website: [www.fws.gov](http://www.fws.gov)
- ▶ Quick Facts:
  - Oldest wildlife conservation agency, founded in 1871, FWS conserves over 2,000 fish, plant and wildlife species around the world.
  - FWS manages more than 850 million acres of lands/waters, to include 7 National Monuments.
  - 8 Nationwide Regional Offices, and approx. 800 Fields Stations, including 17 designated ports and 13 embassies

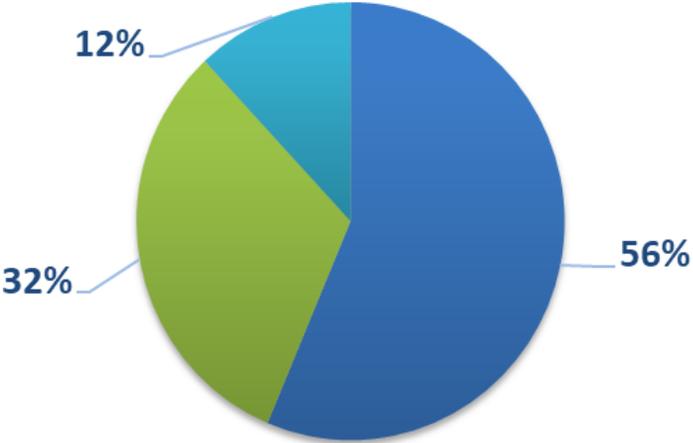
# Small Business and Competition Goals

Category	FY 24 Goal	FY24 Result
Total Small Business (SB)	67.0%	83.9%
Woman Owned SB	5%	19.51%
SDVOSB	5%	7.95%
Hub-Zone	3%	7.51%
8(a)	-	3.54%
SDB(Combo of 5)	37%	45.53%
ISBEE	10% (DOI Goal)	12.29%
Competition	75%	87.25%

NOTE: FY25 Goals currently being determined.

# Spending Analysis

**FY24 Contracting Dollars**



■ Construction / A&E ■ Goods & Service ■ Information Technology

- FY 2024 FWS Appropriated Budget: \$4.0B
- FY 2024 Contracting Acquisition Dollars Spent: \$420M (Approx. \$350M of New Requirements or Recompetes)

# Construction / A&E

\$210M Base Awards

## ▶ A&E

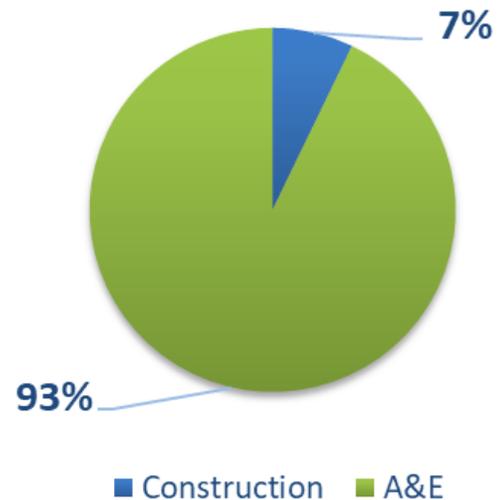
- ▶ 182 Actions
- ▶ \$15M
- ▶ Average = \$204K
- ▶ Median = \$36K

- Building Design
- Wetland Restoration Design
- Mapping
- Surveying
- Geotech

## ▶ CONSTRUCTION

- ▶ 495 Actions
- ▶ \$195M
- ▶ Average = \$397K
- ▶ Median = \$26K

### FY24 Construction / A&E



Site Preparation

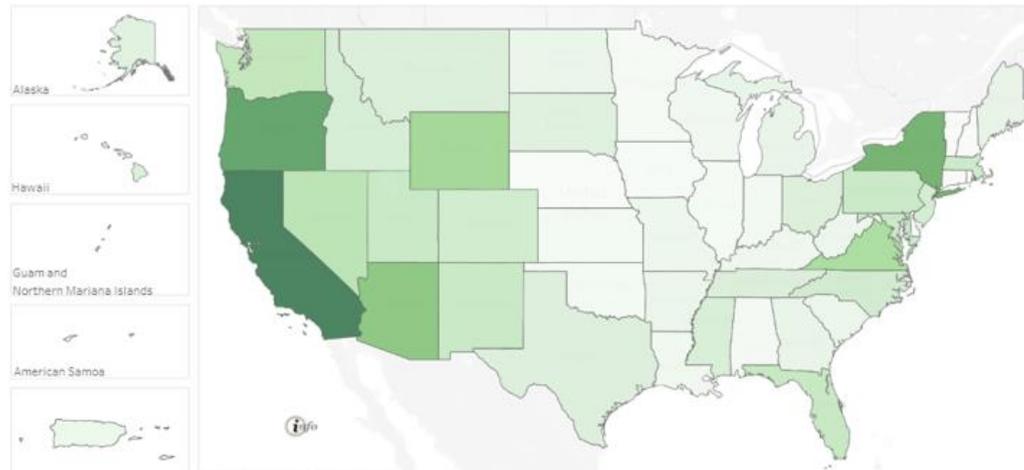
New Buildings

\*\*Current Infrastructure

- Buildings/Dwellings
- Bridges
- Roads/Trails
- Water Systems/Wells

# Construction/A&E - Subcontracting

- FWS Opportunities will be awarded through the Great American Outdoors Act (GAOA) multiple award task order contracts (MATOCs). These MATOCs were awarded in FY22 or in early FY23.
- Subcontracting opportunities exist within the MATOC task orders.
- Information leading to MATOC contract holders may be found at [FWS - Contracting](#)



\*This map shows current MATOC contractors across the U.S. and territories and can be filtered.

(A/E, Design-Build, Alt & Repair, Geotechnical, State/Territory, Work Type: (Civil, Building, Mechanical, Electric))

# Information Technology

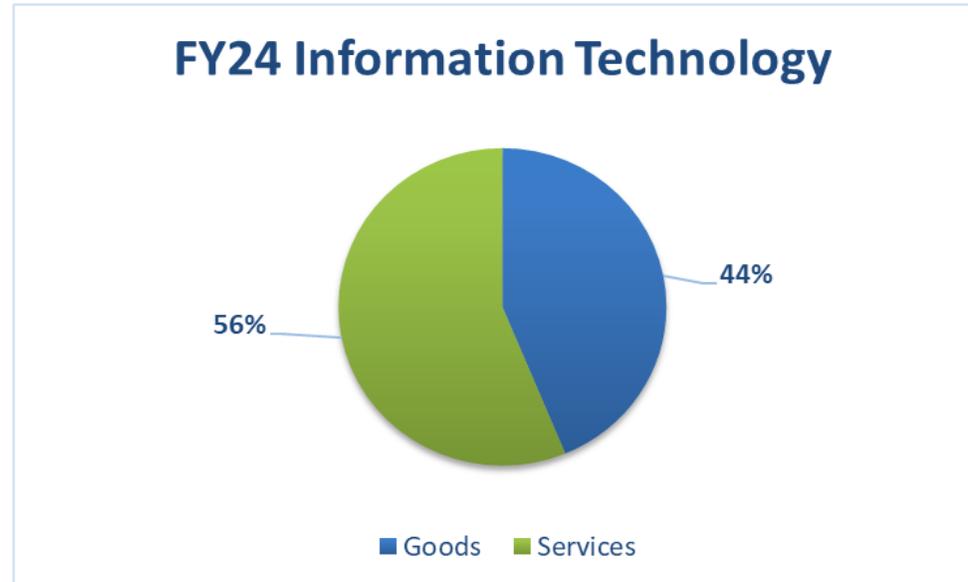
\$32M in Base Awards

## ▶ IT GOODS

- ▶ 182 Actions
- ▶ \$14M
- ▶ Average = \$76K
- ▶ Median = \$21K

## ▶ IT SERVICES

- ▶ 95 Actions
- ▶ \$18M
- ▶ Average = \$188K
- ▶ Median = \$21K



277 Total IT Actions - 152 Off Master Contracts (NASA SWEP or GSA)

Telemetry/Tracking Equipment, Radios, Licensing, Software, Hardware, Cloud Services

# Goods and Services

\$103M Base Awards

1639 Actions

## ▶ GOODS

- ▶ 647 Actions
- ▶ \$49M
- ▶ Average = \$76K
- ▶ Median = \$49K

## ▶ SERVICES

- ▶ 922 Actions
- ▶ \$54M
- ▶ Average = \$54K
- ▶ Median = \$14K



# Goods & Services

## ▶ GOODS:

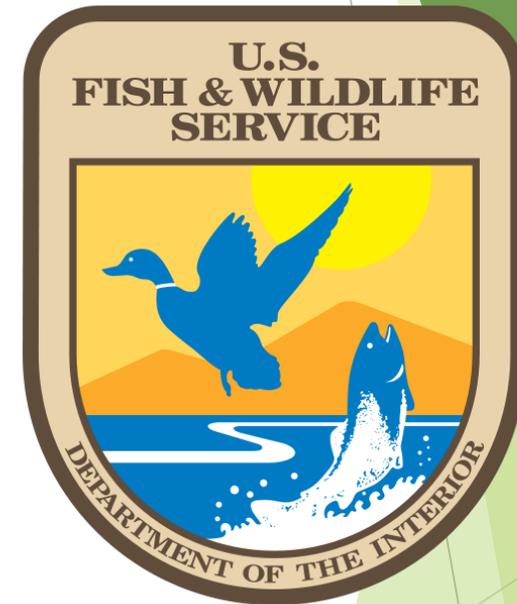
- ▶ Crushed Stone/Gravel
- ▶ Uniforms
- ▶ Light and Heavy Equipment (Mowers, Backhoe, Truck Loaders, UTVs etc)
- ▶ Trailers
- ▶ Equipment (Motors, Tools etc.)
- ▶ Signs
- ▶ Boats
- ▶ Native Seeds
- ▶ Tanks (Fuel/Water)
- ▶ Lab Supplies

## ▶ SERVICES:

- ▶ Predator Trapping
- ▶ Janitorial
- ▶ Equipment/Vehicle Repair/MNT & Rental
- ▶ Fuel Reduction
  - ▶ Herbicide Spraying
  - ▶ Controlled Burns
  - ▶ Tree Removal/Thinning
- ▶ Water/Feed Systems for Fish
- ▶ Fish Tagging
- ▶ Environmental/Scientific Consulting
- ▶ Security Guards Services
- ▶ Landscaping
- ▶ Remediation Services

# Resources & POCs

- ▶ Acquisitions
  - ▶ [FWS - Contracting](#)
  - ▶ [Acquisition Gateway](#) - FWS Forecast of Contracting Opportunities
  - ▶ [Sam.gov](#) - Public Opportunities
  
- ▶ [Josh Gordon - HQ Small Business Specialist](#)
- ▶ [Sadie Roudebush - HQ Small Business Specialist \(ALT\)](#)
- ▶ [small\\_business\\_opts@fws.gov](mailto:small_business_opts@fws.gov)





# Indian Affairs

Indian Affairs (IA) provides services to approximately **1.9 million American Indians and Alaska Natives** in **574** federally recognized American Indian Tribes and Alaska Native Villages throughout the United States.

## IA Includes:

- The Assistant Secretary – Indian Affairs (AS-IA)
- Bureau of Indian Affairs (BIA)
- Bureau of Indian Education (BIE)
- Bureau of Trust Funds Administration (BTFA)

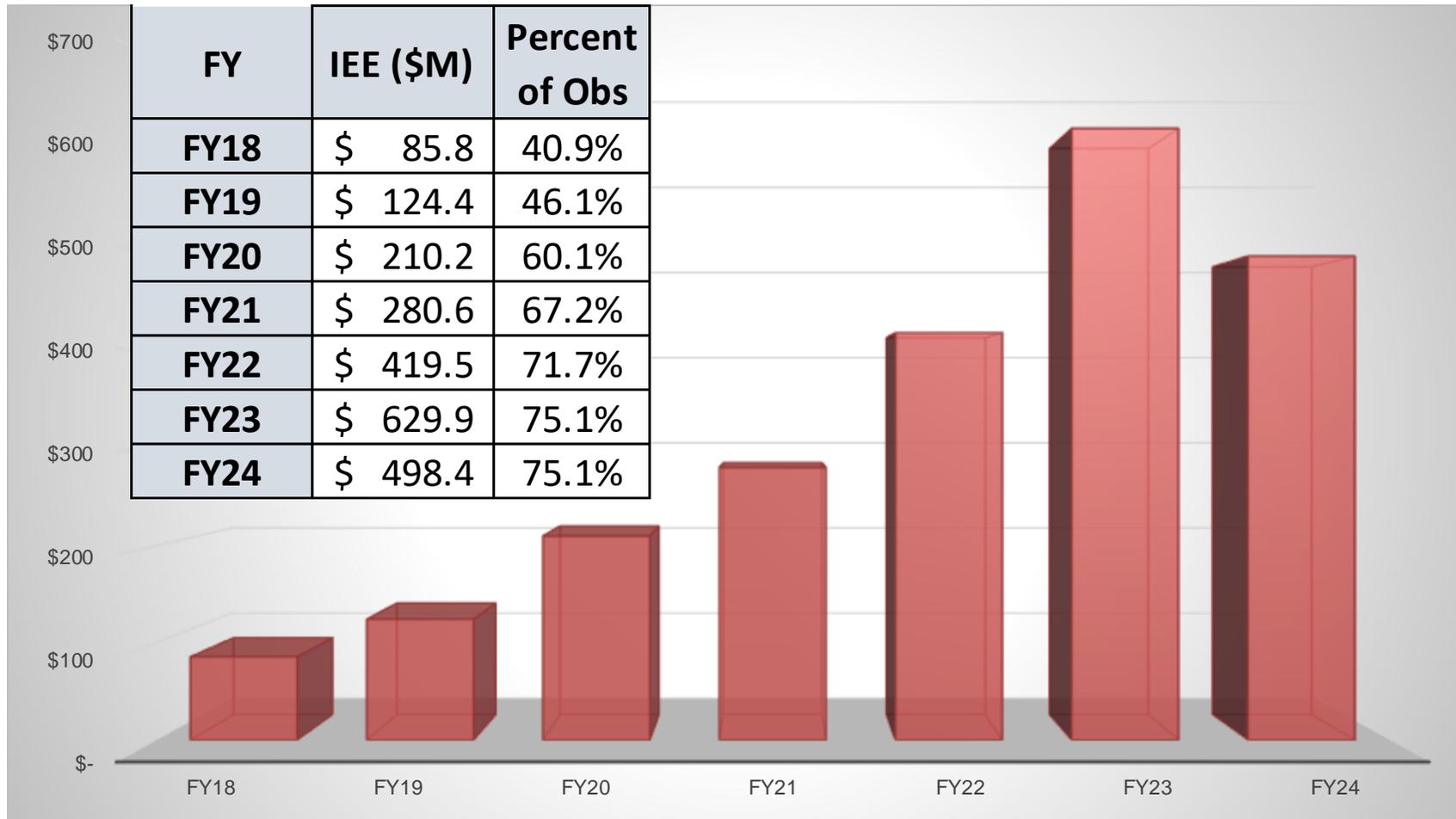


# Indian Affairs

- Maintain government-to-government relationships with Indian tribes and facilitate support for tribal people and tribal governments.
- Promote safe and quality living environments, strong communities, self sufficiency and individual rights, while enhancing protection of the lives, prosperity and well being of American Indians and Alaska Natives.



# Native American Obligations FY18 through FY24





# IA PSC Spend (FY24)

PSC	FY24 Spend
CONSTRUCTION OF SCHOOLS	\$175,758,505.45
SUPPORT- PROFESSIONAL: OTHER	\$ 49,731,667.92
CONSTRUCTION OF DAMS	\$ 24,975,735.72
SUPPORT- ADMINISTRATIVE: OTHER	\$ 21,303,161.81
EDUCATION/TRAINING- GENERAL	\$ 19,255,289.80
REPAIR OR ALTERATION OF OTHER ADMINISTRATIVE FACILITIES AND SERVICE BUILDINGS	\$ 18,455,423.78
UTILITIES- ELECTRIC	\$ 14,025,660.61
CONSTRUCTION OF MISCELLANEOUS BUILDINGS	\$ 13,984,826.50
IT AND TELECOM- FACILITY OPERATION AND MAINTENANCE	\$ 13,057,102.41
SUPPORT- PROFESSIONAL: ENGINEERING/TECHNICAL	\$ 11,379,927.15
IT AND TELECOM - END USER: HELP DESK;TIER 1-2,WORKSPACE,PRINT,OUTPUT,PRODUCTIVITY TOOLS (HW/PERP SW)	\$ 11,263,141.28
MEAT, POULTRY, AND FISH	\$ 11,209,868.86
REPAIR OR ALTERATION OF SCHOOLS	\$ 10,004,059.42
ARCHITECT AND ENGINEERING- GENERAL: OTHER	\$ 9,626,837.39
IT AND TELECOM- INTERNET	\$ 9,010,449.95
ARCHITECT AND ENGINEERING- CONSTRUCTION: DAMS	\$ 8,663,497.29
IT AND TELECOM - PLATFORM SUPPORT SERVICES: DATABASE, MAINFRAME, MIDDLEWARE (LABOR)	\$ 7,842,549.38
CONSTRUCTION OF RECREATION FACILITIES (NON-BUILDING)	\$ 7,429,327.31
ARCHITECT AND ENGINEERING- CONSTRUCTION: OTHER CONSERVATION AND DEVELOPMENT FACILITIES	\$ 6,758,288.06
IT AND TELECOM - IT MANAGEMENT SUPPORT SERVICES (LABOR)	\$ 6,702,505.39



# IA ISBEE Spend (FY22-FY24)

PSC	ISBEE %
CONSTRUCTION OF SCHOOLS	100.0%
ARCHITECT AND ENGINEERING- CONSTRUCTION: OTHER CONSERVATION AND DEVELOPMENT FACILITIES	100.0%
CONSTRUCTION OF MISCELLANEOUS BUILDINGS	99.8%
SUPPORT- ADMINISTRATIVE: OTHER	99.7%
IT AND TELECOM- FACILITY OPERATION AND MAINTENANCE	99.5%
IT AND TELECOM - IT MANAGEMENT SUPPORT SERVICES (LABOR)	99.3%
SALVAGE- DEMOLITION OF STRUCTURES/FACILITIES (OTHER THAN BUILDINGS)	99.0%
IT AND TELECOM - END USER: HELP DESK;TIER 1-2,WORKSPACE,PRINT,OUTPUT,PRODUCTIVITY TOOLS (HW/PERP SW)	97.7%
REPAIR OR ALTERATION OF OTHER ADMINISTRATIVE FACILITIES AND SERVICE BUILDINGS	96.7%
REPAIR OR ALTERATION OF SCHOOLS	96.6%
CONSTRUCTION OF DAMS	91.7%
IT AND TELECOM - PLATFORM SUPPORT SERVICES: DATABASE, MAINFRAME, MIDDLEWARE (LABOR)	87.8%
ARCHITECT AND ENGINEERING- GENERAL: OTHER	70.6%
SUPPORT- PROFESSIONAL: OTHER	52.4%
SUPPORT- PROFESSIONAL: ENGINEERING/TECHNICAL	50.3%
EDUCATION/TRAINING- GENERAL	14.5%
ARCHITECT AND ENGINEERING- CONSTRUCTION: DAMS	0.0%
UTILITIES- ELECTRIC	0.0%
IT AND TELECOM- INTERNET	0.0%
MEAT, POULTRY, AND FISH	0.0%

Of the top 20 PSC codes for FY22-FY24, this is the percent that went ISBEE



# Public Data Resources

Buy Indian Act Training

GLOSSARY OF TERMS NAVIGATION TOUR EXIT

<https://edoiu.doi.gov/>

Share / Native American Businesses in SAM.gov / Summary Page

Native American Businesses in SAM.gov

Filters: Company Name, NAICS Code and Title (2 Char.), NAICS Code and Title (Full Code), Socio-Economic Business Types, 8(a) Status, SBA Certified Type Search

Total Vendors: 10,305  
Total 8(a) Vendors: 1,338

Top NAICS Codes

NAICS Code	Count
23-Construction	~1800
54-Professional, Scientific, an...	~1500
33-33-Manufacturing	~1200
21-Agriculture, Forestry, Fish...	~1000
22-Utilities	~800
56-Administrative and Suppor...	~700
21-Mining, Quarrying, and Oil...	~600
51-Information	~500
48-49-Transportation and War...	~400
42-Wholesale Trade	~300
62-Health Care and Social Ass...	~200

Company Name	UEI from SAM.gov	8(a) Status	SBA Certified Types	Socio-Economic Business Types	Company State	NAICS Code and Title
1 ADAPTIVE ARROW ALLIANCE LLC	DRP1VVPJRR8	N		Tribally Owned Firm/Indian Economic Enterprise/Indian Small Business Economic Enterprise/Self-Certified Small Disadvantaged Business/Limited Liability Company/Native American Owned/Minority Owned Business/For Profit Organization/Business or Organization	VA	493110 - General Warehousing and Storage 493190 - Other Warehousing and Storage 518210 - Computing Infrastructure Providers, Data Processing... 541511 - Custom Computer Programming Services 541512 - Computer Systems Design Services 541513 - Computer Facilities Management Services 541519 - Other Computer Related Services

Quarterly Report of Buy Indian Act Spend

Download the PDF Format

Buy Indian Act & DOI ISBEE Goals FY23 Final

	DOI (excl IA)	Indian Affairs	Total
Total New Awards (excluding modifications)	15,539	2,369	17,688
Total New IEE Awards (excluding modifications)	939	1,320	2,230
% of IEE Awards	5.9%	60.9%	12.6%
Total Obligations	\$7,486,322,635.00	\$838,919,637.60	\$8,325,242,252.60
Total IEE Obligations	\$778,485,338.90	\$629,889,889.50	\$1,408,375,228.40
% of IEE Obligations	10.4%	75.1%	16.9%
Total Awards Set Aside to IEE	7%	1,137	1,213
% Awards Set Aside to IEE	0.5%	52.4%	6.9%
ISBEE Obligations*	\$447,944,734	\$387,062,216	\$1,035,006,750
% ISBEE	9.2%	71.0%	18.2%

Additional Information:  
IEE: Indian Economic Enterprise (IEE includes both small and other than small businesses)  
SMBE: Indian Small Business Economic Enterprise

Workbook: Small Business Goals

Bureau Small Business Performance Dashboard

refreshed 10/18/2023

Select Bureau to filter	BLM	BOEM	BOR	BSEE	FWS	IA	IBC	NPS	OSMRE	USGS
SB	\$516.9M	\$14.9M	\$351.0M	\$63.3M	\$254.1M	\$659.5M	\$257.9M	#####	\$3.4M	\$196.8M
SDB	\$207.4M	\$6.7M	\$198.3M	\$23.4M	\$130.7M	\$599.5M	\$108.3M	\$643.8M	\$1.6M	\$120.8M
ISBEE	\$97.8M	\$0.5M	\$52.1M	\$5.4M	\$43.6M	\$587.1M	\$39.2M	\$175.3M	\$0.0M	\$33.9M

Socioeconomic Indicators

Indicator	Goal	Actual
WOSB %	10.9%	10.9%
SDVOSB %	5.1%	5.1%
HUBZone %	8.4%	8.4%
8a %	6.3%	6.3%

DOI Total Small Business: 59.1%

Target: 49.0% | Delta: 10.1%

<https://www.bia.gov/as-ia/ocfo/buy-indian-act-info>



# Education/Tools/Resources

## Buy Indian System for Award Management (BISAM)

### Find Opportunities

Organization

-Select -

Posted Date

Within the past 30 days

Response/Date Offers Due

-Select -

Title Text

Set Aside

-Select -

North American Industry Classification System (NAICS) Code

-Select -

Product and Service (PSC) Code

-Select -

Place of Performance (State)

-Select -

Notice Type

- Justification (J&A)
- Presolicitation
- Award Notice
- Sources Sought
- Special Notice
- Solicitation
- Combined Synopsis/Solicitation

Search

Reset

141 opportunities found

<https://www.bia.gov/bisam>



# Contact Information

## IA Division of Acquisition Management Policy Team

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HQ Small Business Specialist

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Bryan Harden

Alt HQ Small Business Specialist

Email: [Bryan.Harden@bia.gov](mailto:Bryan.Harden@bia.gov)



# U.S. Department of the Interior

INTERIOR BUSINESS CENTER  
ACQUISITION SERVICES DIRECTORATE



[DOI.GOV/IBC](https://doi.gov/IBC)

# WHO WE ARE

- The Interior Business Center is a federal shared services provider that operates under a fee-for-service, full cost recovery business model, offering Acquisition, Financial Management and Human Resources systems and services to federal organizations.
- For more than 30 years, IBC has supported federal agencies by providing business solutions that allow them to focus on their core missions. Currently, we serve over 150 different federal organizations, including the Department of the Interior



# VISION

Our vision is to be the premier acquisition support provider to the federal government. We support contracting projects that range from professional and information technology products and services to aviation support.



# WHAT WE DO

We provide assisted acquisition services from project inception through contract closeout. We support contracting projects that range from professional and information technology products and services to aviation support.



# ABOUT US

IBC has a workforce of 180+ Federal Acquisition Certification in Contracting (FAC-C) professionals with experience negotiating, awarding, and administering contracts, grants, cooperative agreements, and other transactions.

Our acquisition professionals have expertise in the Federal Acquisition Regulation and agency supplements, as well as appropriations law.



# COMMITMENT TO SMALL BUSINESS

We are committed to ensuring we meet our Small Business Goals through our engagements with the Small Business Community. The DOI and IBC are proud of our Small Business Goal accomplishments and will continue to strive to maintain that success.

# QUESTIONS?

Tonya Lovelace, HQ Small Business Specialist

Phone: (703) 964-3630

Email: [tonya\\_lovelace@ibc.doi.gov](mailto:tonya_lovelace@ibc.doi.gov)

Visit: [www.doi.gov/ibc](http://www.doi.gov/ibc)



**USGS  
SMALL BUSINESS  
OUTREACH EVENT**

**Sean Jones  
Alt Headquarters Small Business Specialist  
U.S. Geological Survey**

## **SMALL BUSINESS PROGRAM OFFICE:**



\*Advocate for the use of small businesses through contracts and subcontracts procured by OAG.

\*Develop guidelines and procedures for the bureau-wide Small Business Program to ensure the utilization of all categories of Small Businesses in the procurement of goods and services within USGS.

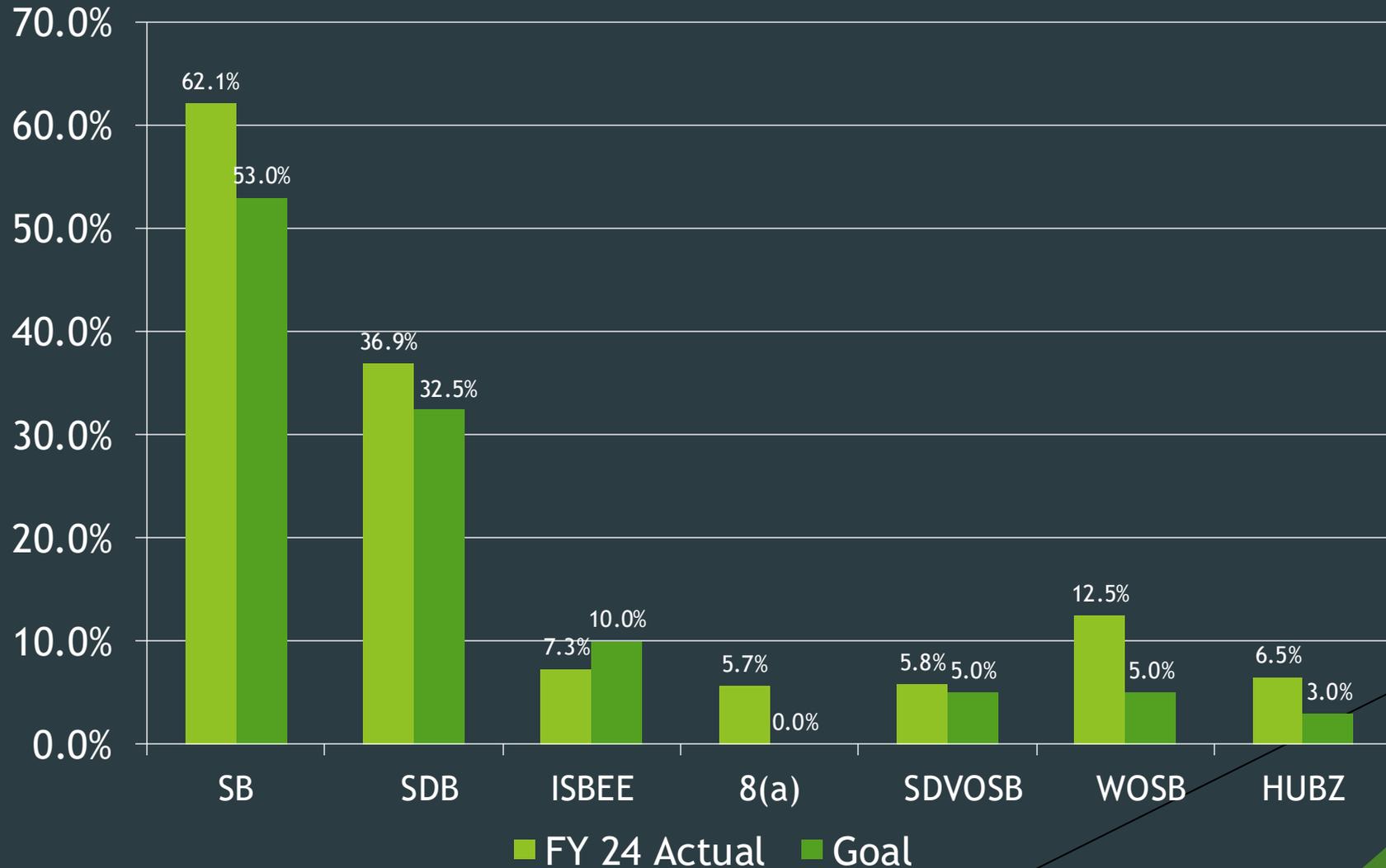
\*Assist in establishment and attainment of yearly goals.

\*Serve as primary point of contact for representatives of Small Businesses for the purpose of providing advice and guidance on bureau acquisitions.

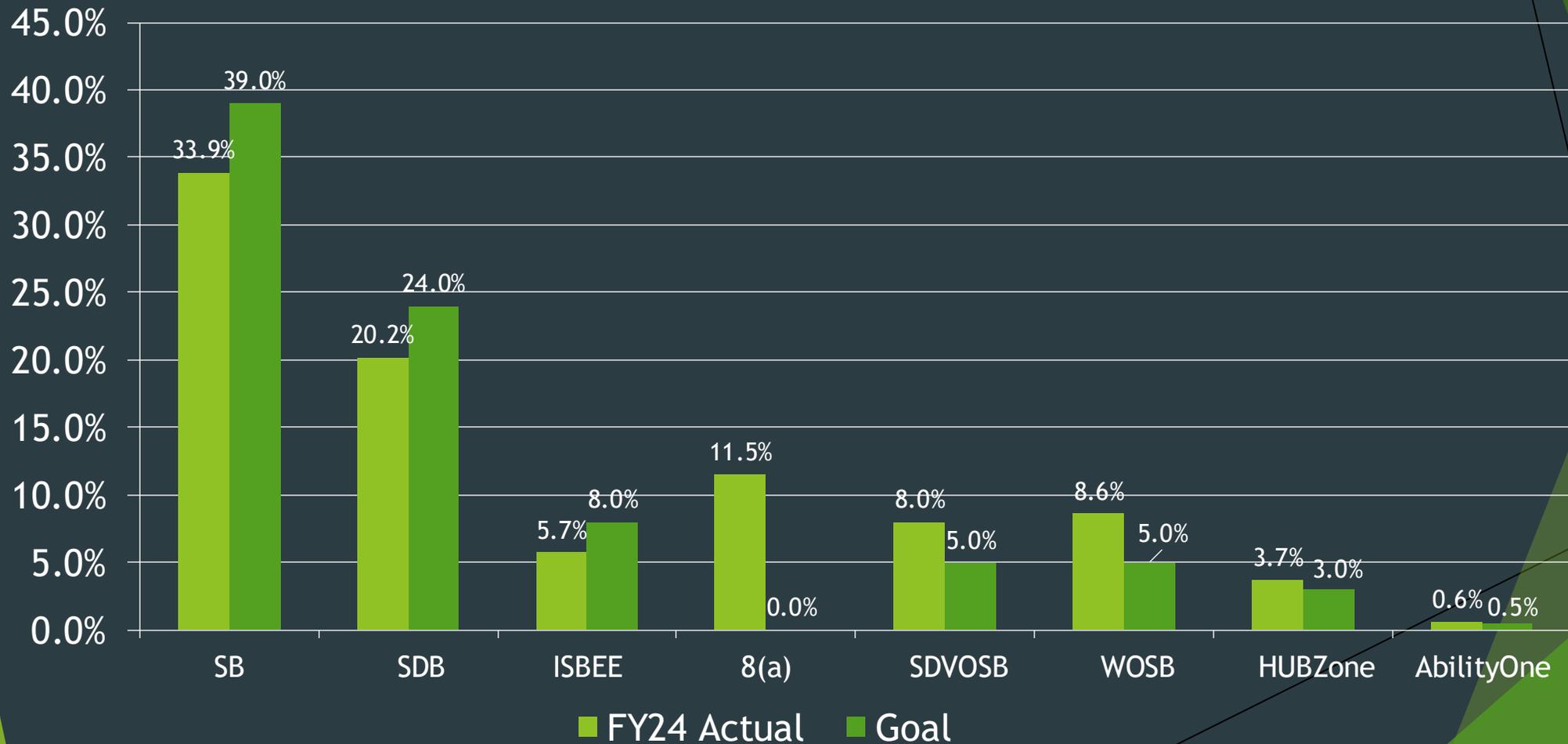
## **Doing Business with USGS:**

More information on Acquisition forecasts, Financial Assistance, the Small Business Program, Public Notices and Current Opportunities can be found at:  
[www.USGS.gov/office-of-acquisition-and-grants](http://www.USGS.gov/office-of-acquisition-and-grants)

# FY24 DOI By Socio-Economic Category



# FY24 USGS by Socio-Economic Category





## WHAT DID USGS BUY?

NAICS Code	NAICS Code Description
541990	All Other Professional, Scientific, and Technical Services
541380	Testing Laboratories and Services
541690	Other Scientific and Technical Consulting Services
541519	Other Computer Related Services
541513	Computer Facilities Management Services
334513	Instruments and Related Products Manufacturing for Measuring, Displaying, and Controlling Industrial Process Variables
334516	Analytical Laboratory Instrument Manufacturing
541360	Geophysical Surveying and Mapping Services
611710	Educational Support Services
541715	Research and Development in the Physical, Engineering, and Life Sciences (except Nanotechnology and Biotechnology)

**These are the TOP 10 NAICS Codes. These NAICS codes equate to 63% of Buys at USGS, Mostly Science related!**



## WHAT DID USGS BUY?

NAICS Code	NAICS Code Description
334111	Electronic Computer Manufacturing
541512	Computer Systems Design Services
541511	Custom Computer Programming Services
511210	Software Publishers
541330	Engineering Services
541620	Environmental Consulting Services
811219	Other Electronic and Precision Equipment Repair and Maintenance

The next 7 of our TOP NAICS codes make up the next 11%  
of Buys for USGS and are mostly IT related.



U.S. GEOLOGICAL SURVEY

INDIAN SMALL BUSINESS ECONOMIC ENTERPRISES AND SMALL BUSINESS OUTREACH EVENT



**Timothy Wiand, HQ Small Business Specialist**  
**U.S. Geological Survey**  
**Office of Acquisition and Grants**  
**12201 Sunrise Valley Drive**  
**MS 205**  
**Reston, Virginia 20192**  
**(703) 648-7336**  
**[twiand@usgs.gov](mailto:twiand@usgs.gov)**

**Sean Jones, Alternate HQ Small Business Specialist**  
**U.S. Geological Survey**  
**Office of Acquisition and Grants**  
**P.O. Box 25046, Denver Federal Ctr, MS 204**  
**Denver, Colorado 80225-0046**  
**(303) 236-9314**  
**[smjones@usgs.gov](mailto:smjones@usgs.gov)**



U.S. GEOLOGICAL SURVEY

INDIAN SMALL BUSINESS ECONOMIC ENTERPRISES AND SMALL BUSINESS OUTREACH EVENT



**Donald Downey, Small Business Specialist/Contract Specialist**  
**U.S. Geological Survey**  
**Office of Acquisition and Grants**  
**P.O. Box 25046, Denver Federal Ctr, MS 204**  
**Denver, Colorado 80225**  
**(303) 236-9859**  
**[\(ddowney@usgs.gov\)](mailto:ddowney@usgs.gov)**

**Charlan Fejarang, Small Business Specialist/Supervisory Contract Specialist**  
**U.S. Geological Survey**  
**Office of Acquisition and Grants**  
**3020 State Univ. Drive E., Suite 2002**  
**Sacramento, CA 95819**  
**(916) 278-9334**  
 **[\(cjfejarang@usgs.gov\)](mailto:cjfejarang@usgs.gov)**



# U.S. Geological Survey (USGS) Small Business Outreach Event

**NETWORKING BREAK**

U.S. Department of the Interior  
U.S. Geological Survey

October 23, 2024



# Financial Assistance

Nik Lushenko, USGS Grant Analyst, [nlushenko@usgs.gov](mailto:nlushenko@usgs.gov)

Small Business Outreach Event, Sacramento, CA – October 23, 2024

# Agenda

Financial Assistance

Acquisition vs Financial Assistance

Financial Assistance Vehicles

Financial Assistance Authorities

Small Business World

# Financial Assistance (FA)

## Federal Grant and Cooperative Agreement Act of 1977

- Purpose:
  - To establish uniform agency practices and address concerns about the misuse of assistance agreements.
- Definitions:
  - Contracts: Used when a federal agency is acquiring something
  - Grants or Cooperative Agreements: Used when a federal agency is providing assistance.
- Criteria:
  - To determine which legal instrument to use for funding an activity. The main consideration is the principal purpose of the relationship between the parties.

# Acquisition vs Financial Assistance (FA)

- Contracts are be used whenever the principal purpose of the award is to **acquire goods or services** for the Government's own use.
- FA (Grants or Cooperative Agreements) are used whenever the principal purpose of the award is to **stimulate or support research** for the general advancement of knowledge rather than to meet Government's immediate direct need.
- FA agreements cannot be used to procure goods and services for the government.
- FA awards are subject to the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards
- FA awards are generally “best effort” and may be terminated by either USGS or the Recipient at anytime.

# Financial Assistance Vehicles

- **Grant**

- Recipient is responsible for determining the method and manner of performance and direction of the sponsored activity. USGS is essentially a contributor to the recipient.
- Substantial involvement **is not** expected between the executive agency and the State, local government, or other non-profit recipient when carrying out the activity contemplated in the agreement.

- **Cooperative Agreement**

- Participatory relationship between the USGS and the recipient during performance, with shared performance responsibility.
- Substantial involvement **is** expected between the executive agency and the State, local government, or other non-profit recipient when carrying out the activity contemplated in the agreement.



# Financial Assistance Authorities

- The most commonly used authority at USGS for FA awards is: 43 USC Chapter 2 § 36d -
  - Notwithstanding the provisions of the Federal Grant and Cooperative Agreement Act of 1977 (31 U.S.C. 6301–6308), the United States Geological Survey is authorized to continue existing, and on and after November 10, 2003, to enter into new cooperative agreements directed towards a particular cooperator, in support of joint *research and data collection* activities with Federal, State, and academic partners funded by appropriations herein, including those that provide for space in cooperator facilities.
- This unique authority does not require that the FA meet the “public purpose” test required by other FA authorities.

# Financial Assistance in Small Business World

- Majority of USGS awards are made to State, local government, or other non-profit recipient in accordance with USGS authority 36d
  - Look to become a prime or sub- contractor for a higher education non-profit, state or local government, and/or other non-profit entities that handle research and data collection.
- If you are a non-profit entity that handle research and data collection or are interested in more about FA agreements
  - Notice of Funding Opportunity (NOFO) are posted on Grants.gov for applicates to apply
    - NOFO in FA world is equivalent to RFQ, RFP, RFB in Contracting world

# Contact Information

Nik Lushenko

USGS Grant Analyst

916-278-9331

[nlushenko@usgs.gov](mailto:nlushenko@usgs.gov)

3020 State University Drive, East  
Modoc Hall, Suite 2002  
Sacramento CA 95819





Questions?  
Thank you for your attention!

U.S. Department of the Interior  
U.S. Geological Survey



# California Capital APEX Accelerator

Paul Tavernia | Program Manager  
California Capital APEX  
[ptavernia@cacapital.org](mailto:ptavernia@cacapital.org)



## BUSINESS LOANS

Our loan guarantee and microloan program helps secure financing for Small Businesses who are unable to access mainstream financing.



## WOMEN'S BUSINESS CENTER

The California Capital Women's Business Center provides assistance to new and established small businesses.



## GOVERNMENT CONTRACTING

Get help for your business to prepare for, pursue, and perform on government contracts.





# Working With Your Local APEX Accelerator (Formerly PTAC)

# 300+

Local APEX Accelerator offices nationwide

# 16

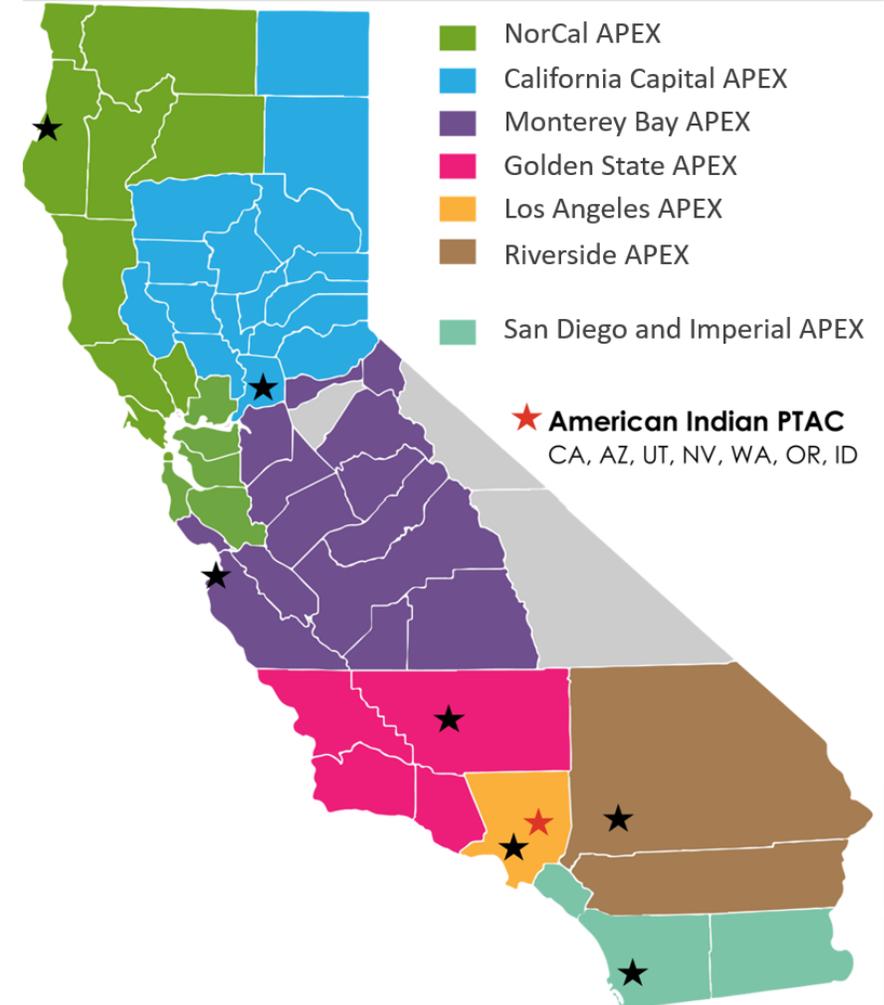
California Capital supports 16 counties



Services provided at **NO COST** to our clients

The California Capital APEX serves businesses in **Butte, Colusa, El Dorado, Glenn, Lake, Lassen, Modoc, Nevada, Placer, Plumas, Sacramento, Sierra, Sutter, Tehama, Yolo, and Yuba** Counties.

Nationwide APEX Accelerator Coverage –  
<https://www.apexaccelerators.us/#/service-area-locator>



# California Capital APEX Accelerator



*The California Capital APEX Accelerator is funded in part through a cooperative agreement with the Office Of Small Business Programs (OSBP).*

The California Capital APEX Accelerator provides technical assistance to **established** Small Businesses, helping them to **prepare** for, **pursue** and **perform** on government contracts.

*Register for services at:*  
<https://cacapital.org/apex/>



# What is the Process to Engage the California Capital APEX?



- Businesses must first register online at <https://cacapital.org/apex/> to become a client.
- Once registered you will be assigned an APEX Counselor.
- Your Counselor will reach out to you to schedule an initial counseling session.
  - The initial session provides the Counselor with a baseline for advising the client.
  - In the initial session the Counselor will assess the client's background & experience.

The California Capital APEX Accelerator provides technical assistance to established Small Businesses, helping them to **prepare** for, **pursue** and **perform** on government contracts.



# California Capital APEX Accelerator Services



*The California Capital APEX Accelerator is funded in part through a cooperative agreement with the Office Of Small Business Programs (OSBP).*

## Consultation, Guidance, Assistance and Training:

- Understand every aspect of doing business with Federal, CA State and Local Government
- Ultimate goal is to acquire a Contract
- Initial Client Assessment
  - Product (Commodity), Service or Construction arena
  - Past and/or Current business history
  - Small Business Goals. Who do they want to do business with?
  - Secure mandatory and highly suggested Registrations and Certifications
    - ✓ SAM, CaleProcure and Sac County
    - ✓ WOSB/EDWOSB, HUBZone, VOSB/SDVOSB, 8(a) and Caltrans DOT DBE

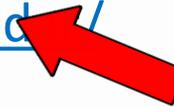
# California Capital APEX Accelerator Services



*The California Capital APEX Accelerator is funded in part through a cooperative agreement with the Office Of Small Business Programs (OSBP).*

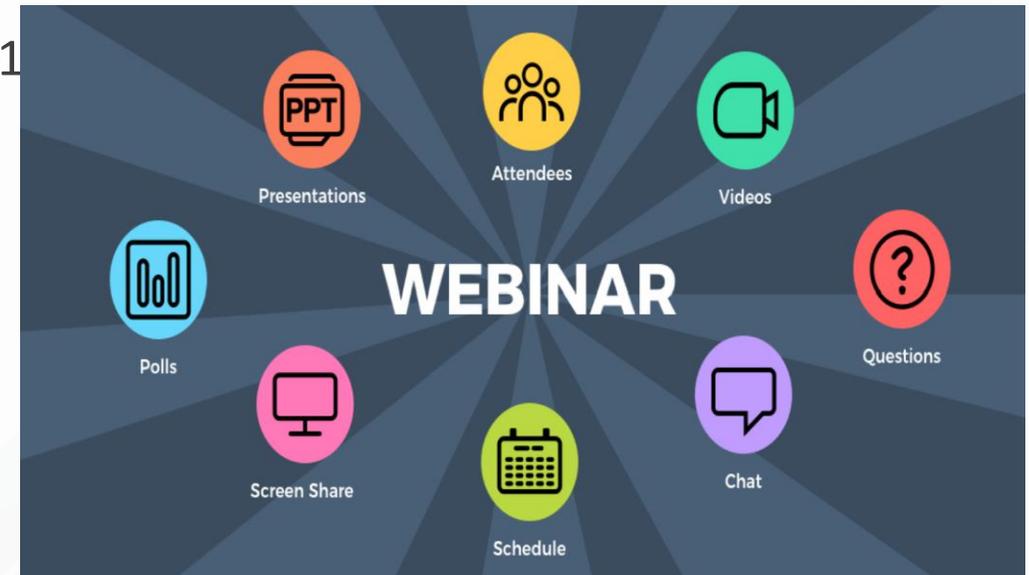
- Market Research
  - Who buys what they sell?
  - How to market to them?
  - Create a Capability Statement
- Training
  - USASpending.gov, Acquisition.gov and FPDS
  - CaleProcure SCPRS
- Search for and Bid on Bid Opportunities
  - Read, Interpret and Respond to a RFQ, IFB, RFP, etc. Sources Sought Announcement, etc.
  - SOW/PWS, Regulations, Statues, Directives, etc.
- Subcontracting
- Bid Match Service
  - Receive automatic bid opportunity notices
  - Federal, State, City, and County data base

<https://cacapital.org/workshops-events/calend//>



## APEX Workshops (Monthly):

- How to do Business with the Federal Government 1
- Marketing your Business 101
- Federal Government Contracting - Did You Know?
- Sam.gov
- USAspending.gov
- Acquisition.gov
- SubContracting Strategies
- DBE Certification / Caltrans



## Govology <https://govology.com/>

- FAR, Contract Types and Formats, Proposal Writing, Cybersecurity Compliance, Debriefs and Protests, etc.

# California Capital APEX Accelerator Workshops/Webinars cont'd

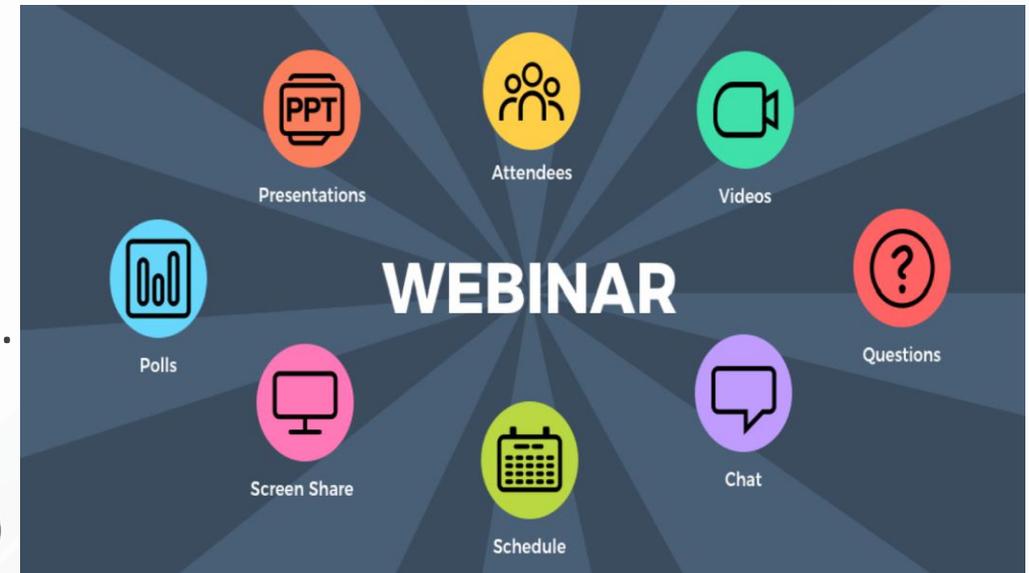


<https://cacapital.org/workshops-events/calenda/>



## Misc. Workshops:

- Federal Government Agencies: SBA, DoD: USACE, DMEA, BOR etc.
- CA State Agencies: DGS, Caltrans, CalFire, etc.
- Sacramento County
- Sacramento Municipal Utility District (SMUD)
- Sacramento Regional Transit (SacRT)



# Questions?



— James D. Aldea | Procurement Counselor

**Paul Tavernia | Program Manager**

**California Capital APEX**

**[ptavernia@cacapital.org](mailto:ptavernia@cacapital.org)**

# Thank You!



# U.S. Geological Survey (USGS) Small Business Outreach Event

**LUNCH**

U.S. Department of the Interior  
U.S. Geological Survey

October 23, 2024

# USGS Mission & Vision

**Presented by *Rob Davis, IT Liaison for the USGS Southwest and Alaska Regions***

**On behalf of the USGS Associate Chief Information Officer (ACIO) and the Chief Technology Officer (CTO).**

**ACIO:**

- **Provides the critical information management and technology (IMT) foundation for the US Geological Survey (USGS) science mission.**
- **Implements advances in IMT capabilities to facilitate research, data gathering, analysis and modeling, scientific collaboration, knowledge management, and work processes.**
- **Oversees a broad suite of activities that support information discovery and delivery and ensures the collection, storage, sharing, preservation, and publication of scientific data according to Federal laws and regulations.**
- **Leads critical initiatives such as the Department of Interior (DOI) Federal IT Acquisitions Reform Act (FITARA) and Cloud Hosting Solutions (CHS) for the USGS.**

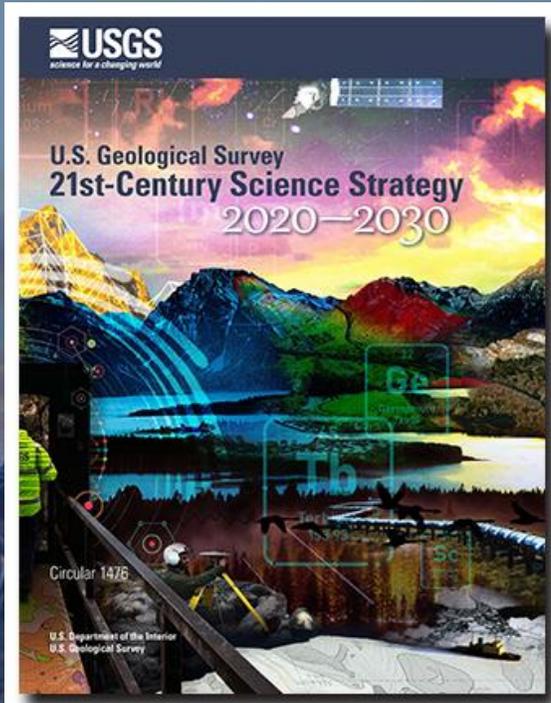
# USGS Mission & Vision

The USGS mission is to monitor, analyze and predict current and evolving dynamics of complex human and natural Earth system interactions and to deliver actionable intelligence at scales and timeframes relevant to decision makers.

**Vision Statement:** Lead the Nation in 21st-century integrated research, assessments, and prediction of natural resources and processes to meet society's needs.



# 21st Century Science Strategy



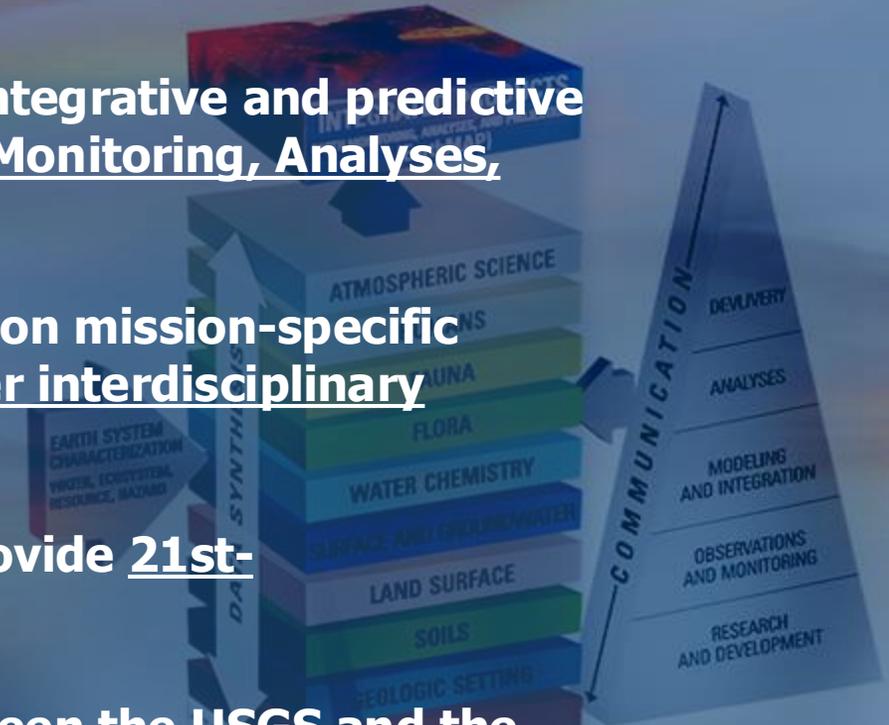
1. Develop a bureau-wide, integrative and predictive science capability for Earth Monitoring, Analyses, and Prediction;

2. Scientific focused built upon mission-specific capabilities and drive greater interdisciplinary integration;

3. Technology focused to provide 21st-century IT and innovations;

4. Partnership focused between the USGS and the broader Earth System Science community including Federal, tribal, state, private, academia, and nonprofits;

5. An organizational focus to optimize interactions across the USGS, develop our workforce, and improve our facilities.

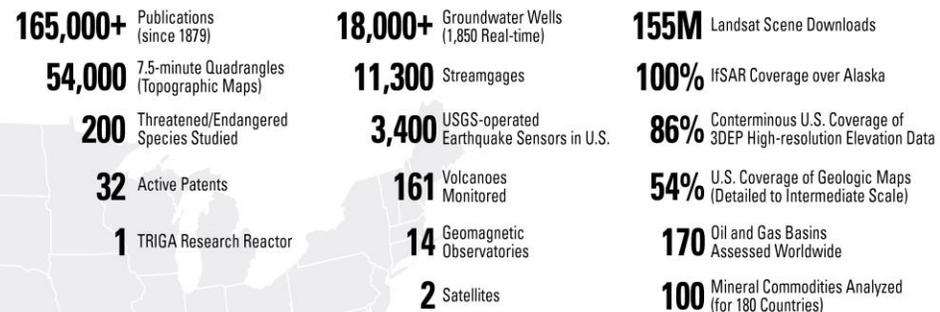




## People



## Science and Monitoring



## Facilities

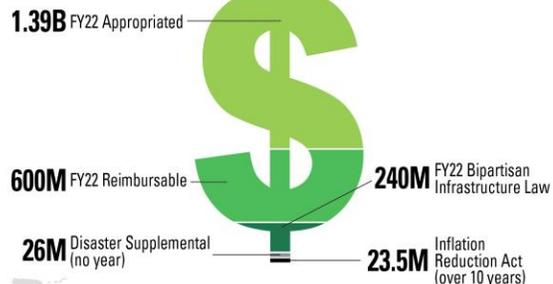
In **400 locations** in all 50 states and 2 territories (Guam and Puerto Rico)

**487**  
Laboratories

## Partnerships



## Funding



## USGS Funding



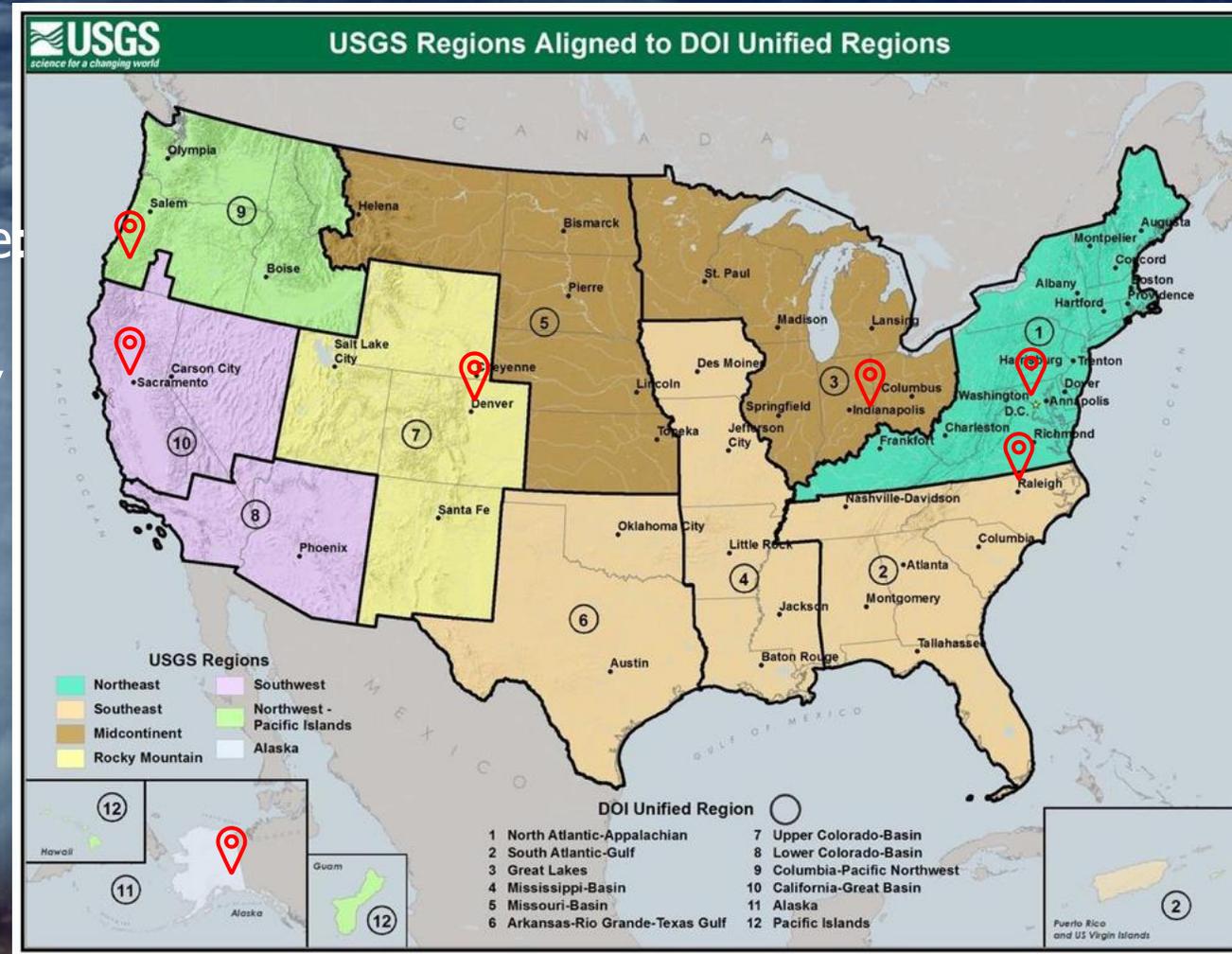
<https://www.doi.gov/sites/doi.gov/files/fy2024-bib-usgs-508.pdf>

# USGS National Regions

USGS on the landscape

- 10,000+ employees, contractors, and associates
- More than 400 locations across the country

= Regional HQ Office



# USGS Mission is COMPLEX



## Storage

- Internal cache (312 TB), ~4 years of LORa data
- Online cache (312 TB), rolling archive of 2 years of L1 data

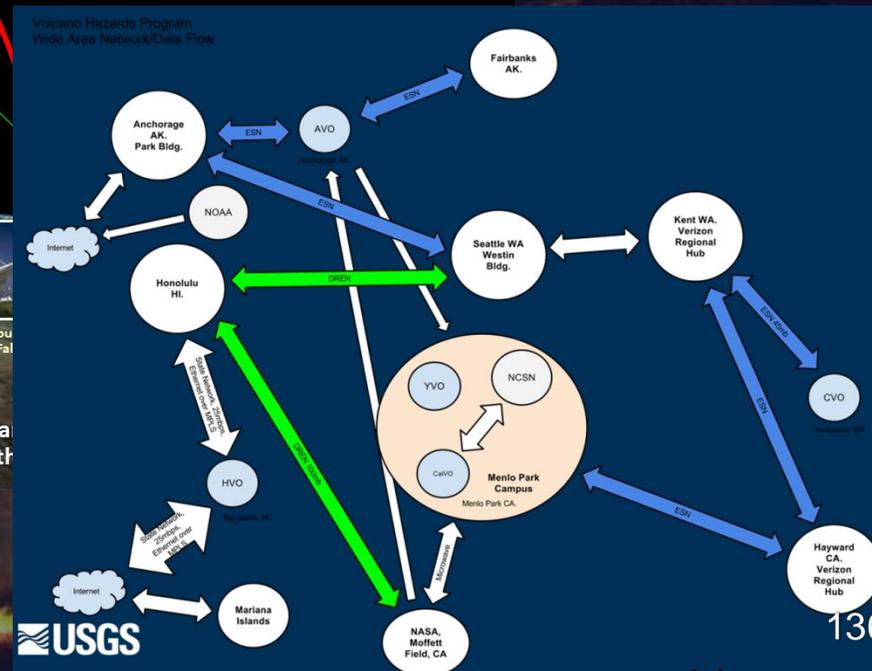
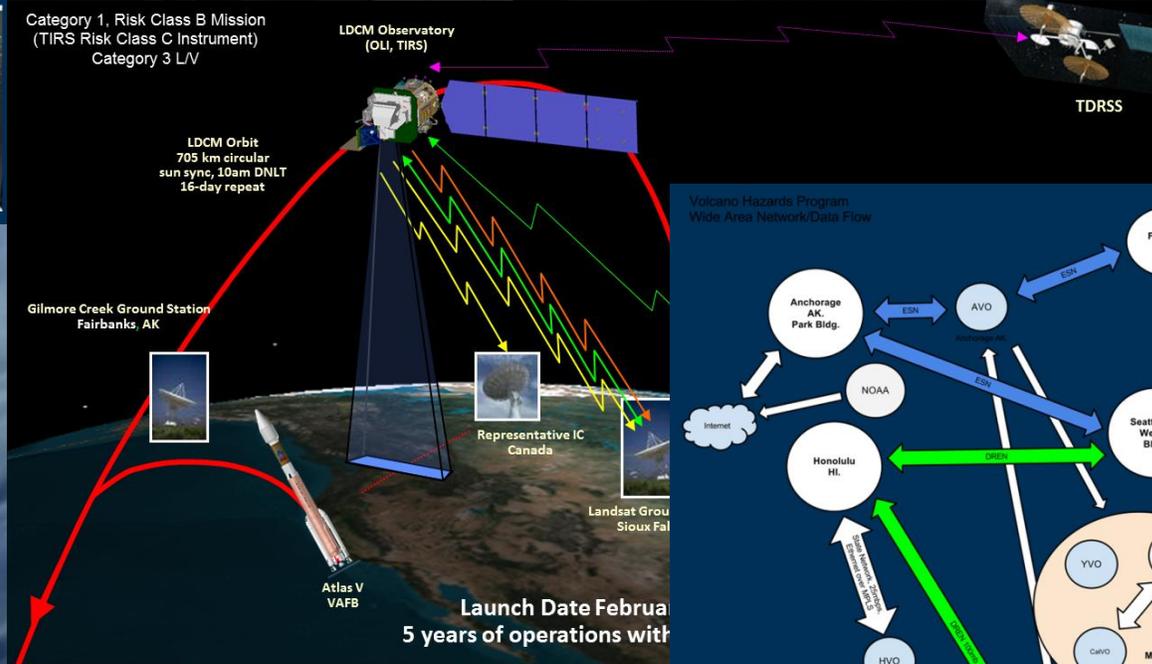


## Archive

- Currently storing ~5 PB across multiple projects, 50 PB max
- Capacity for 530 years of LDCM data



Category 1, Risk Class B Mission  
(TIRS Risk Class C Instrument)  
Category 3 LV



# Ecosystems – Environmental DNA for Bio surveillance

400 lb



150 lb

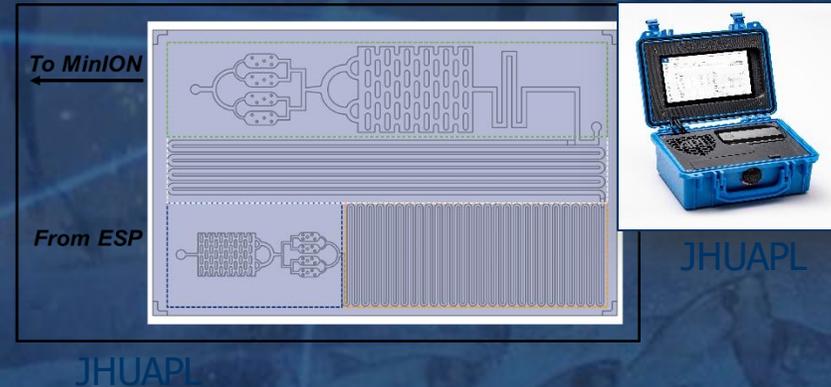
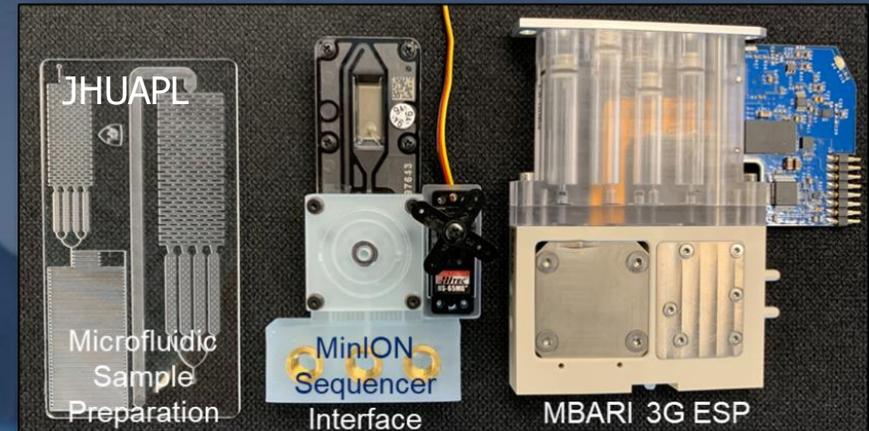


25 lb



# A path forward to on-site, automated analysis

**MBARI  
+  
John  
Hopkins  
Univ.  
Applied  
Physics Lab**

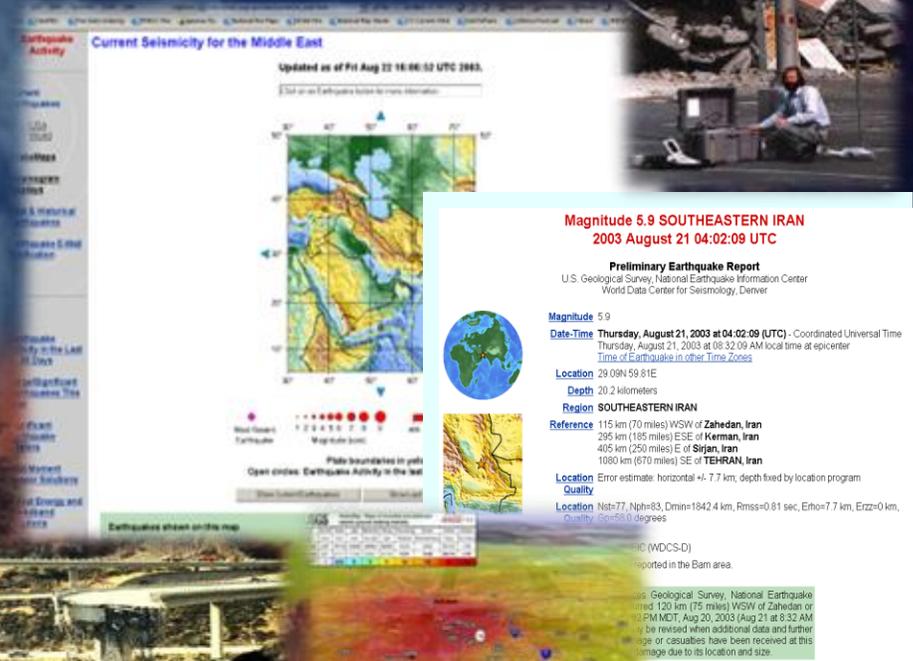


## USGS Scientific Monitoring & Reporting

Monitoring Programs in USGS leverage many types of data acquisition and delivery devices.

# Earthquake Monitoring

- **Estimated 500,000** measurable earthquakes in the world every year and **30,000** are of a magnitude 2.5 or greater, **180** or so are non-earthquake events (like mine explosions, nuclear tests, etc...)
- **Advanced National Seismic System (ANSS)**, serves the nation in areas subject to earthquakes
- The global seismic network contains more than **128 seismic stations in 80 countries**
- Sensors are located both in the ground in buildings and other structures.
- Network of over **7000 earthquake sensor systems**

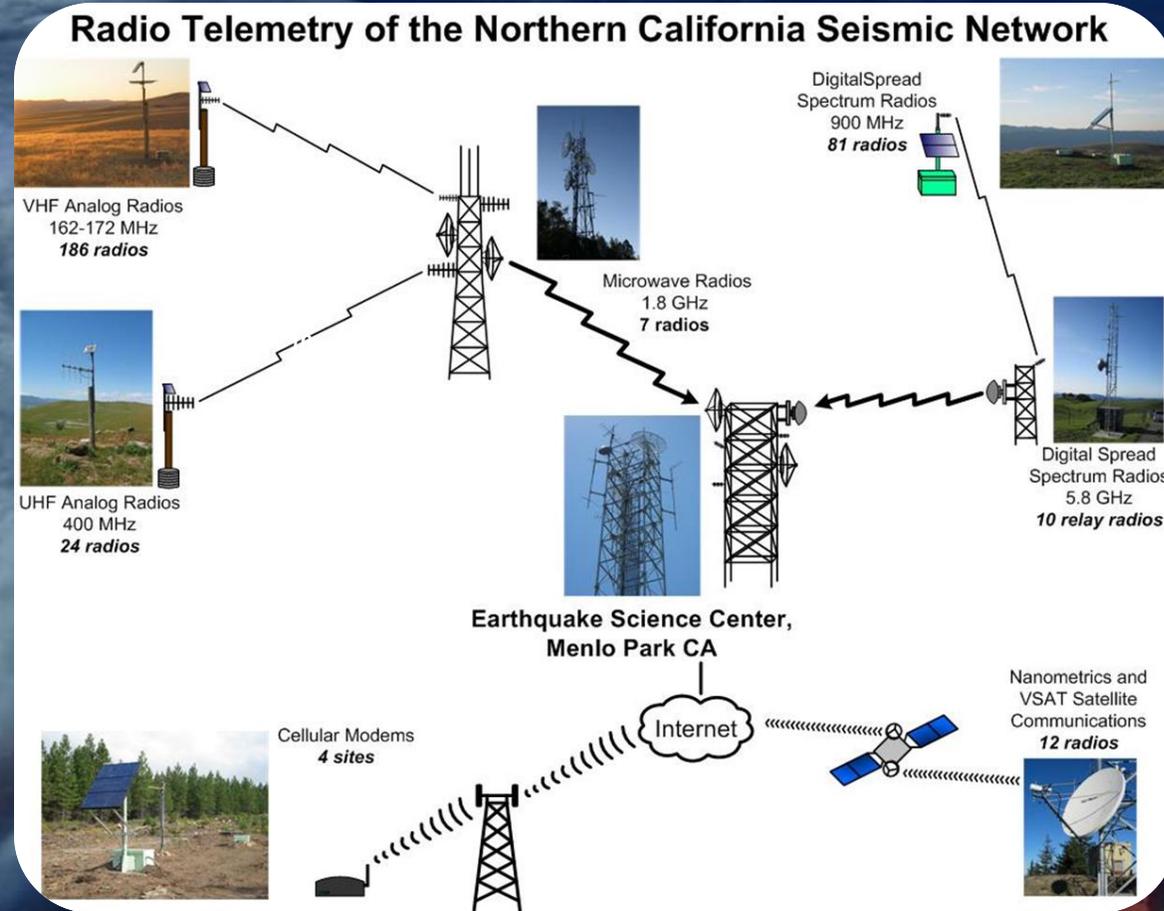


## USGS Scientific Monitoring & Reporting

Monitoring Programs in USGS leverage many types of data acquisition and delivery devices.

- **Leased (firewalled):**  
~100 DSL, 20 Frame Relay, 2 T1s (NCSN and NSMP)
- **Internet (firewalled):**  
147 NetQuakes, 65 NSMP, 159 seismic stations from the Caltech, Pacific Gas & Electric, the University of Nevada Reno, the CA Department of Water Resources, and the CA Geological Survey
- **Analog phone lines:**  
443 NSMP dial-up modems.

# Earthquake Monitoring



# Sensor Networks



## Sensor networks

- Seismic + GNSS

## Challenges

- Permitting
- Radio licensing
- Evolving technology

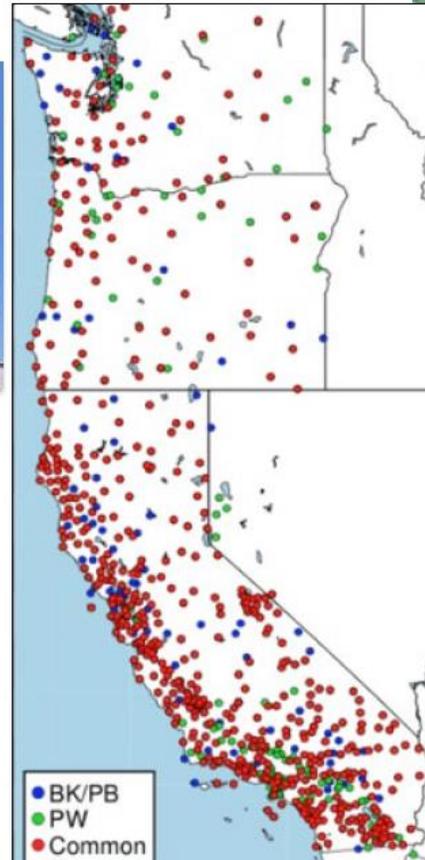
## Telemetry

*High reliability, Low latency*

- Cellular
- Radio/microwave
- Public internet
- VSAT
- Partner systems

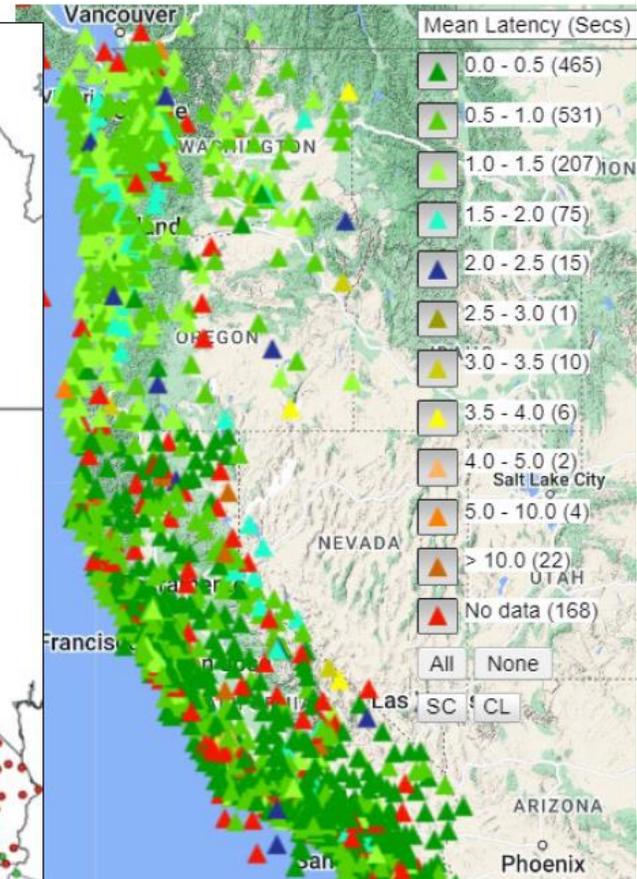
## GNSS Networks

1,100 RT GNSS stations  
Mostly non-USGS networks



## Seismic Networks

1,381 of 1,675 (82%)  
stations complete



## Public Alerting: Apps + Android + WEA

### Mass Notification Technologies

- Wireless Emergency Alerts (FEMA/IPAWS + cell carriers)  
*(Emergency Alert System (EAS) to live TV and Radio is too slow)*
- Push notifications to app or Android service
- Digital messages sent via radio (RDS) or TV spectrum



- **Public Alerts since Oct 14, 2019**
  - 55 App Alerts ( $\geq$  M4.5, MMI 3+ area)
  - 11 WEA Alerts ( $\geq$  M5.0, MMI 4+ area)

## Technical Applications (M2M): 12 Licensed Operators (LtOs) > 50 Installations

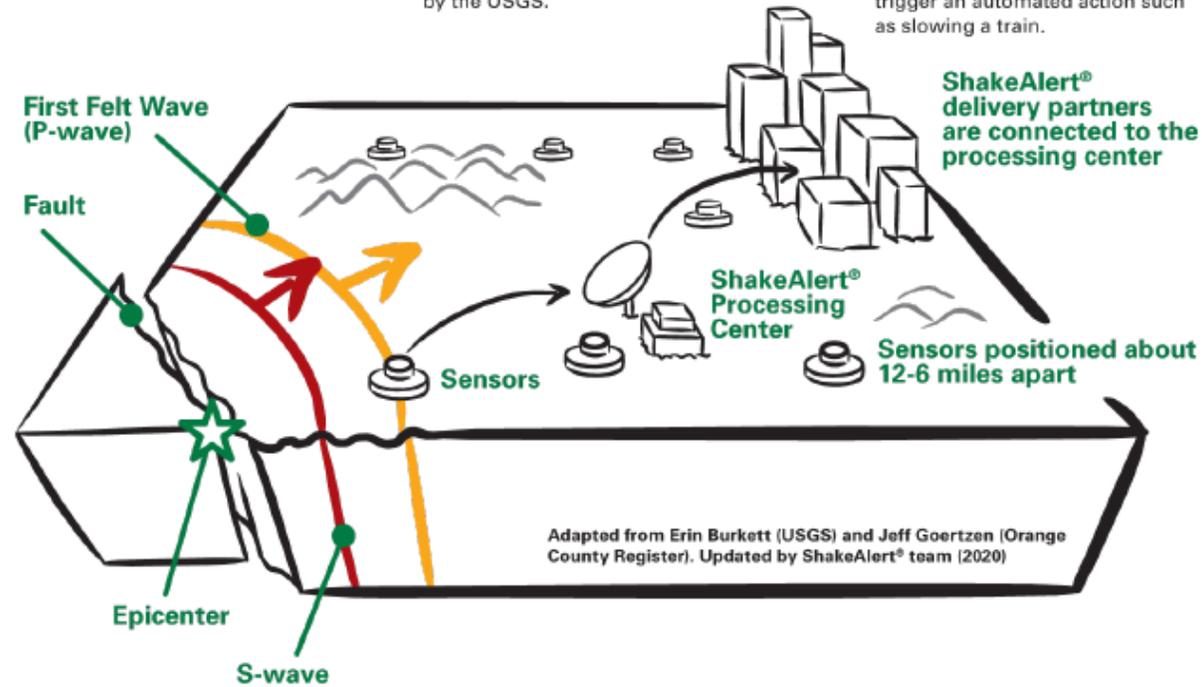


- Early Warning Labs: PA and system controls
- Global Security Systems: ALERT FM & receivers
- Google: Android Alerts
- UC Berkeley: MyShake™ alerting app
- RailPros: Metrolink positive train control system
- RH2 Engineering: water and sewage system controls
- San Francisco Bay Area Rapid Transit District (BART): train control
- SkyAlert: PA and system controls
- Valcom: PA and system controls
- Varius: water and sewage system controls



## SHAKEALERT® EARTHQUAKE EARLY WARNING BASICS

- ① During an earthquake, a rupturing fault sends out different types of waves. The fast-moving P-wave is first to arrive, followed by the slower S-wave and later-arriving surface waves.
- ② Sensors detect the P-wave and immediately transmit data to a ShakeAlert® processing center where the location, size, and estimated shaking of the quake are determined. If the earthquake fits the right profile a ShakeAlert® message is issued by the USGS.
- ③ A ShakeAlert® message is then picked up by delivery partners (such as a transportation agency) that could be used to produce an alert to notify people to take a protective action such as **DROP, COVER, AND HOLD ON** and/or trigger an automated action such as slowing a train.



Because seconds matter...

## USGS Scientific Monitoring & Reporting

Monitoring Programs in USGS leverage many types of data acquisition and delivery devices.

# Volcanoes

**The Volcano Hazards Program monitors active and potentially active volcanoes, assesses their hazards, responds to volcanic crises, and conducts research on how volcanoes work.**

- Estimated 500 globally active and 1511 volcanoes have erupted in the last 10,000 years.
- About 170 potentially active volcanoes in the US, with more than 30 significant eruptions in the last decade.
- The most effective monitoring is achieved by applying a combination of techniques (seismic, geodetic, hydrological, geochemical, and remote satellite analysis) on a continuous near-real-time basis



## USGS Scientific Monitoring & Reporting

Monitoring Programs in USGS leverage many types of data acquisition and delivery devices.

# Volcanoes

### U.S. Volcanoes and Current Activity Alerts

Activity Alerts: [Subscribe to Volcano Notification Service \(VNS\)](#) | [Volcano Observatory Notices for Aviation \(VONA\)](#)

Zoom to Region: [Alaska](#) | [Hawaii](#) | [Mariana Islands](#) | [CA-NV](#) | [WA-OR](#) | [ID-WY](#) | [UT-CO-AZ-NM](#) | [U.S. Volcanoes](#)

Volcano Status:  Elevated |  Normal |  Unassigned

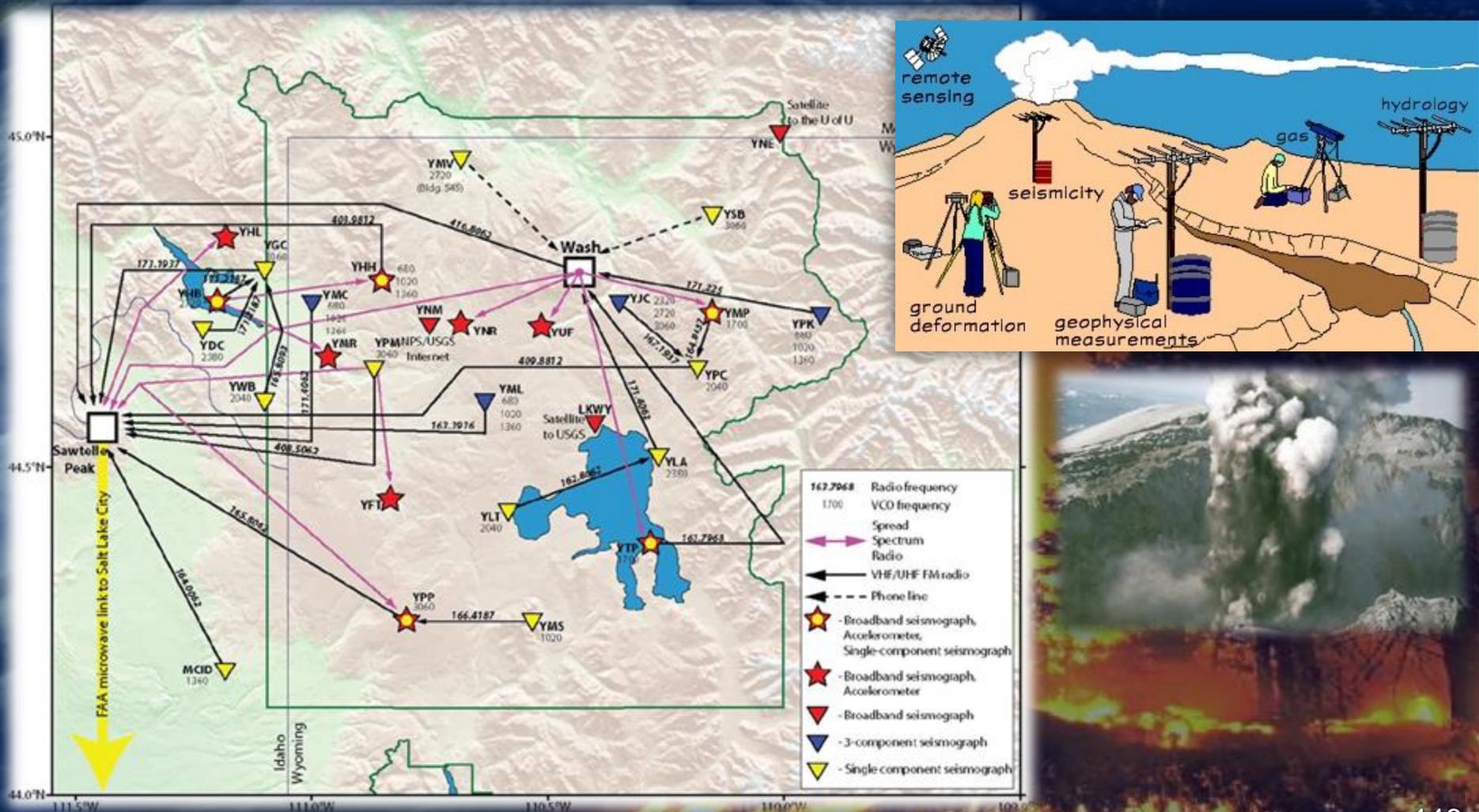


Volcano Sensor Network

## USGS Scientific Monitoring & Reporting

Monitoring Programs in USGS leverage many types of data acquisition and delivery devices.

# Yellowstone Monitoring Network



## USGS Scientific Monitoring & Reporting

Monitoring Programs in USGS leverage many types of data acquisition and delivery devices.

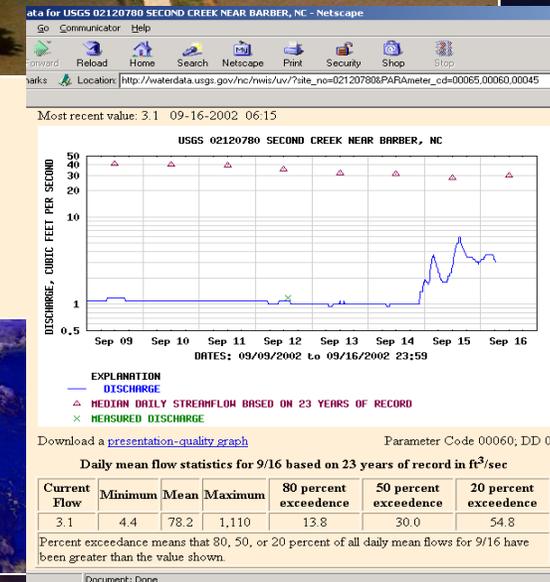
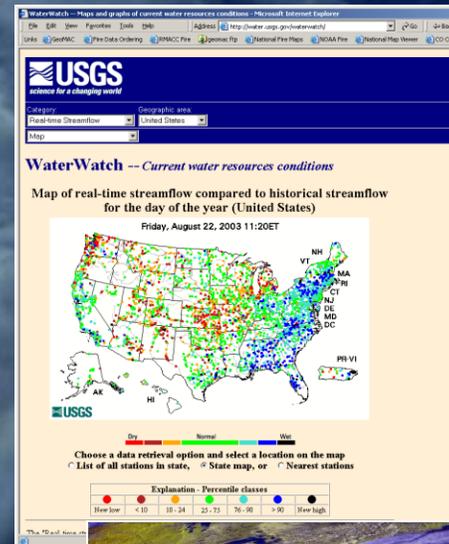
# Water

- **Water's mission is to collect and disseminate reliable, impartial, and timely information that is needed to understand the Nation's water resources.**

- **National Water Information System :** Historical and Realtime, surface water & water quality, ground water & surface water in a single integrated system "from gage to page"

- **Technology:**

- Geostationary Operational Environmental Satellite (GOES) System Data Telemetry
- Radar-based Water Level Sensing
- Real Time Kinematic/Differential Global Positioning System Surveying
- Cellular Systems Data Telemetry
- Line-of-Site Systems Data Telemetry
- VHF/UHF Voice Communications

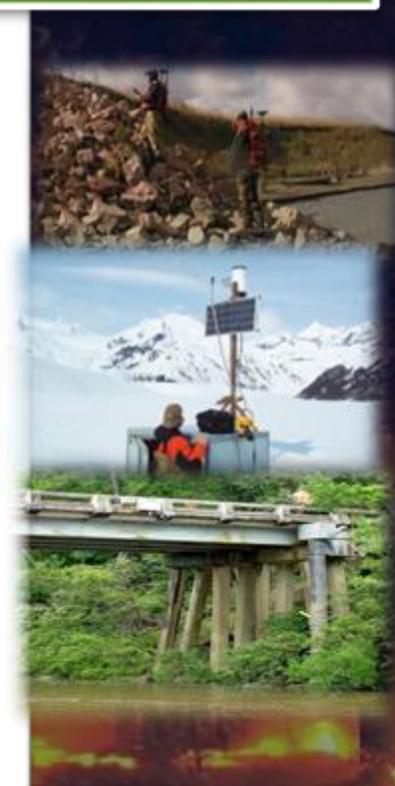
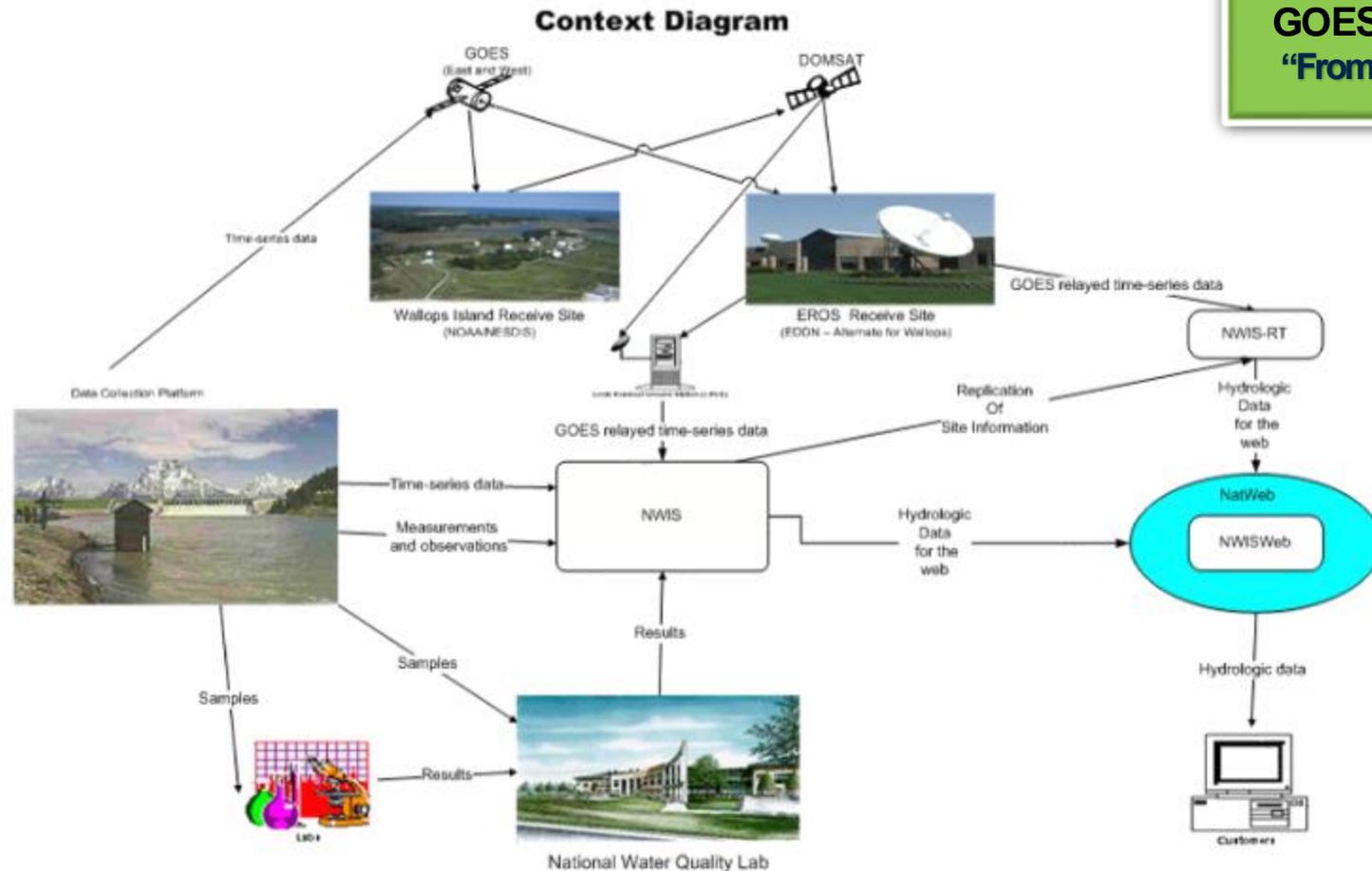


# USGS Scientific Monitoring & Reporting

Monitoring Programs in USGS leverage many types of data acquisition and delivery devices.

# Water

## GOES Data Transmission "From the Gage to the Page"



# Advanced Scientific Computing

- High Performance Computing
- High Throughput Computing
- AI/ML
- Quantum Sensors and Quantum Computing

# Advanced Scientific Computing

- There are 3 on-prem USGS supercomputers housed at EROS
  - **Denali** - flagship USGS supercomputer for large-scale models.
  - **Tallgrass** - prototype system designed for A.I. and M.L. workloads.
  - **Hovenweep** - newest workhorse for general-purpose HPC workloads.
    - 18,544 core HPE Apollo 2000 Gen 10 machine
    - 590 Tflop/s estimated peak High Performance
    - Additional 77 Tflop/s FP64/Double Precision through GPUs
      - Denali 440 Tflop/s, Yeti 110 Tflop/s
    - 18,432 total CPU core count across CPU only nodes
      - 36,864 total threads
    - HDR InfiniBand internal high-speed network
      - 200 Gbps backbone
      - 100 Gbps to nodes
    - Dual Login Nodes
    - Dual Data Transfer Nodes
    - Clustered management nodes
    - 6.3 PB total usable disk storage capacity.



# Deep Learning for Walrus Management & Conservation

Collaboration with USGS ARC and AKSC, USFWS

## Walrus Haulout Images

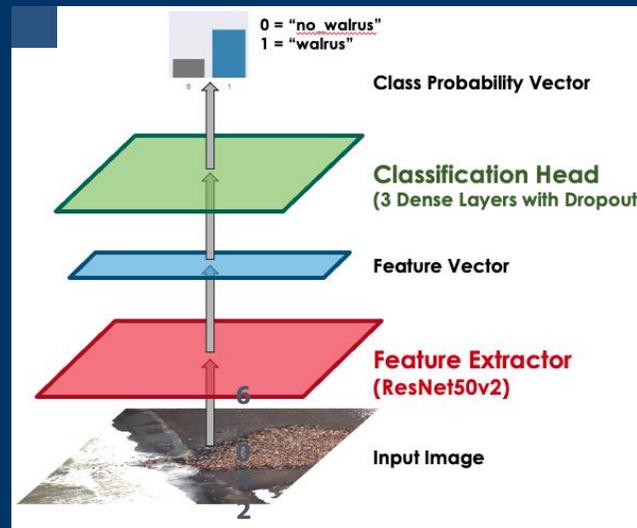


9,203 training images (57%)

5,406 validation (33%)

1,623 testing (10%)

## Deep Learning Model

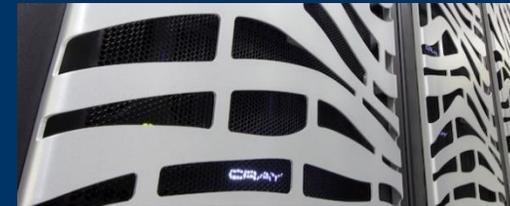


## Model Performance

Overall prediction accuracy on test dataset: **94%**

Image Class	precision	recall	F1-score
no_walrus	0.89	0.94	0.91
walrus	0.97	0.94	0.95

## Tallgrass AI/ML Supercomputer



## Project Team

- USGS ARC: Jeff A. Tracey & Janice Gordon
- USGS AKSC: Anthony Fischbach
- USFWS: Lydia Kleine, Jonathan Snyder & Jenipher Cate

<https://www.usgs.gov/news/national-news-release/more-160-years-walrus-haulout-observations-reported-russians-and>

# Astrogeology

## CTX Mosaic: Mars Mapping

- Generating 7m per pixel map of the entire Martian surface
- Thousands of processing jobs on both Denali and Tallgrass
- Tens of Thousands of CPU hours
- Hundreds of TBs of storage
- Final product is expected to be 30-50TB in size

# Kilauea 2018 Eruption Lava Flow Modeling

- Scientists were granted exclusive **on-demand access** to a portion of the **HPC system** for lava flow modeling
- Model code was slow – requiring 27 hours to run
- Computer Scientist quickly **parallelized the code** to run on multiple cores on a Sunday afternoon – **speeding up the model** runs to 30 seconds!
- **27 hours to 30 seconds** with computational expertise and access to in-house HPC resources.

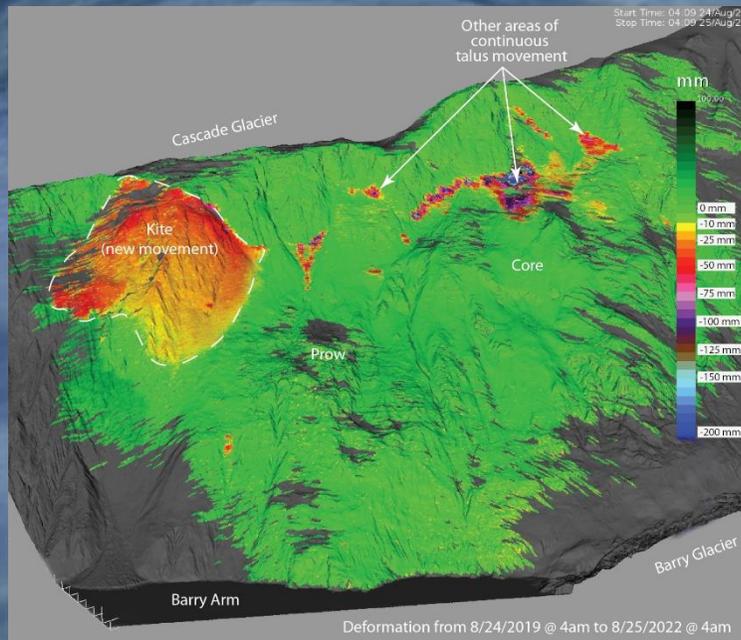
Modeling speed matters during emergency response!



<https://www.usgs.gov/volcanoes/kilauea>

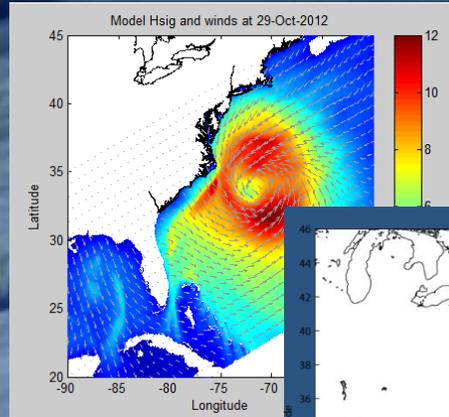
# Timely Situational Awareness

## Barry Arm Landslide, Southern AK



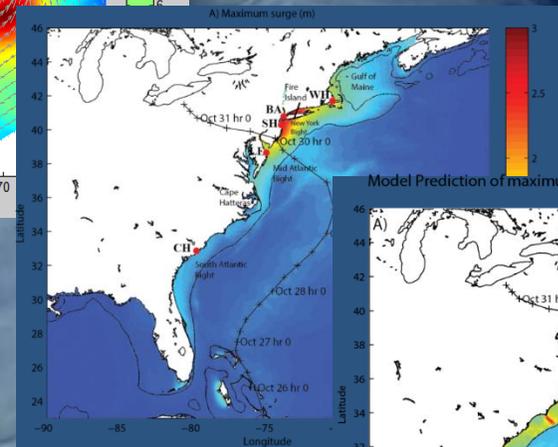
- In August 23, 2022, new ground surface movement of 50 mm (2 in) per day was observed in a 0.42 square km (0.16 sq mi) portion of the Barry Arm landslide referred to as "the Kite."
- If this portion of the landslide failed, anyone in the immediate vicinity, including Barry Arm and Harriman Fjord, would face a life-threatening tsunami. It was **NOT** expected that the impacts of a failure would create significant inundation in nearby communities such as Whittier, Alaska-- though damage could be possible in harbors and marinas, along with strong and unusual currents that make navigation difficult or impossible for several hours.
- <https://dggs.alaska.gov/hazards/barry-arm-landslide.html>

# Modeling Hurricane Sandy



Wave heights due to surface winds.

Coupled ocean-wave-sediment modeling system simulation of waves, water levels, bottom stress, and seafloor elevation changes during H Sandy.

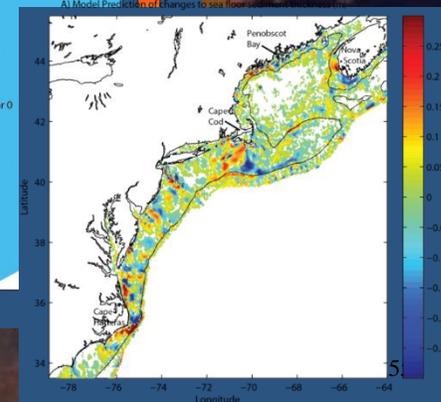


Water levels and surge can create coastal flooding.



Seafloor bottom stress affects marine infrastructure.

Changes in seafloor elevation due to erosion and accretion.



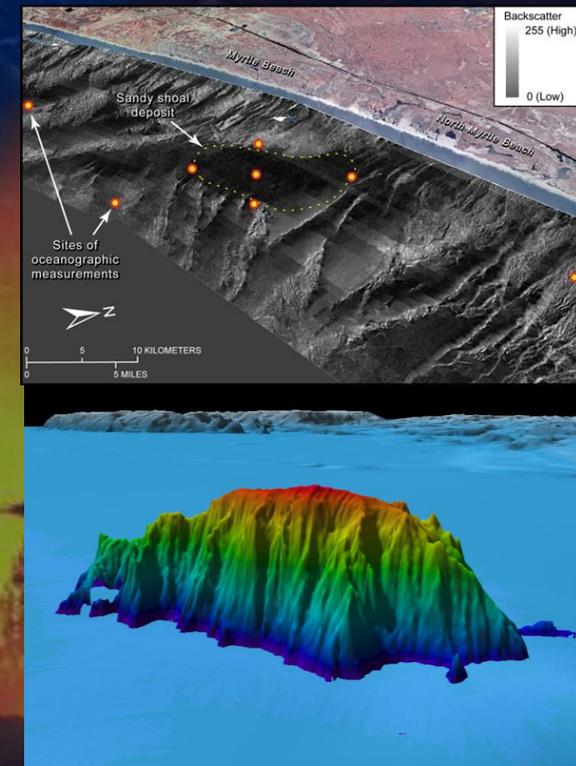
John Warner, Woods Hole Coast and Marine Science Center

## USGS Scientific Monitoring & Reporting

Monitoring Programs in USGS leverage many types of data acquisition and delivery devices.

# Remote Sensing

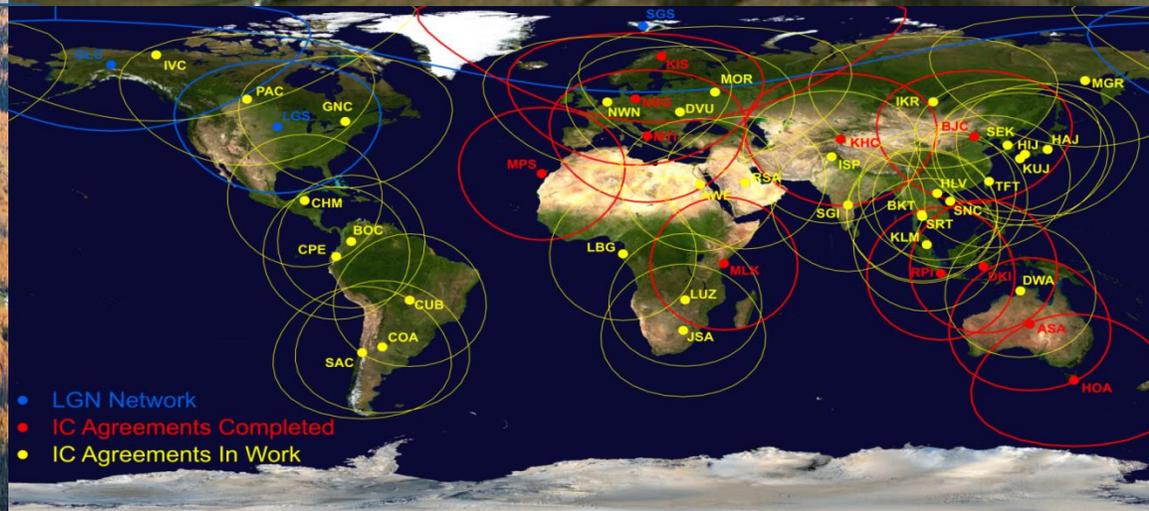
- **The land surface observation mission is to study, predict, and understand the consequences of land surface dynamics of land cover/use change, human settlement, ecosystem dynamics, resource management**
  - Landsat with over 40 years in operation is the worlds longest continuously acquired collection of space-based moderate-resolution land remote sensing data.
  - Joint initiative between the USGS & NASA
  - Landsat products support government, commercial, industrial, civilian, military, and educational communities throughout the United States and worldwide
  - On May 30, 2013, data from the Landsat 8 satellite (launched as the Landsat Data Continuity Mission - LDCM- on February 11, 2013) became available.



## USGS Scientific Monitoring & Reporting

Monitoring Programs in USGS leverage many types of data acquisition and delivery devices.

# Remote Sensing



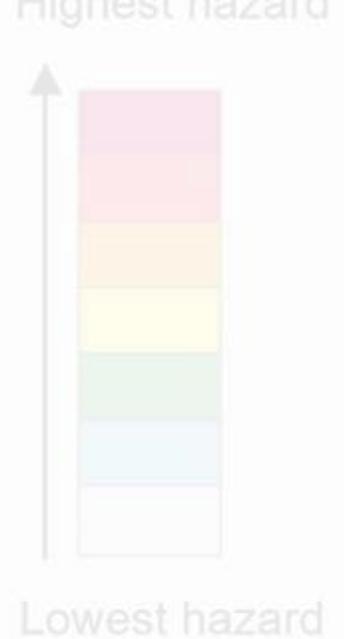
# U.S. Geological Survey Earthquake Science Center

## An Overview

**Curtis W. Baden, PhD**  
**Research Geophysicist**

[cbaden@usgs.gov](mailto:cbaden@usgs.gov)

October 23<sup>rd</sup>, 2024

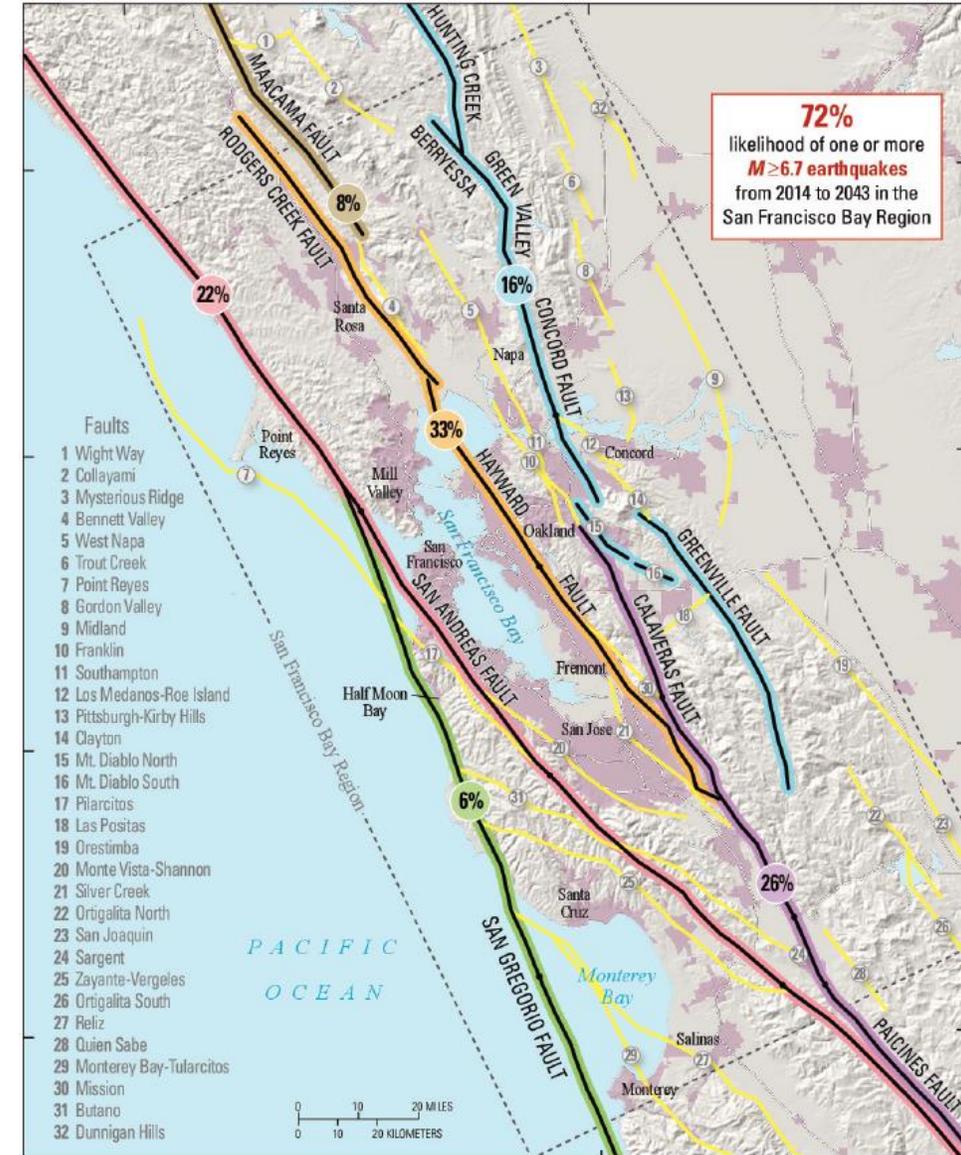


***Small Business Outreach***

# Earthquake Science Center Mission

1. Collect fundamental observations of earthquakes, faults and crustal deformation.
2. Increase understanding of earthquake source processes, occurrence and effects.
3. Synthesize knowledge into probabilistic seismic hazard assessments, mainshock/ aftershock forecasts and ground motion scenarios for anticipated major earthquakes.
4. Disseminate data products and research discoveries to scientists, engineers, emergency managers and the public **to facilitate effective earthquake risk reduction.**

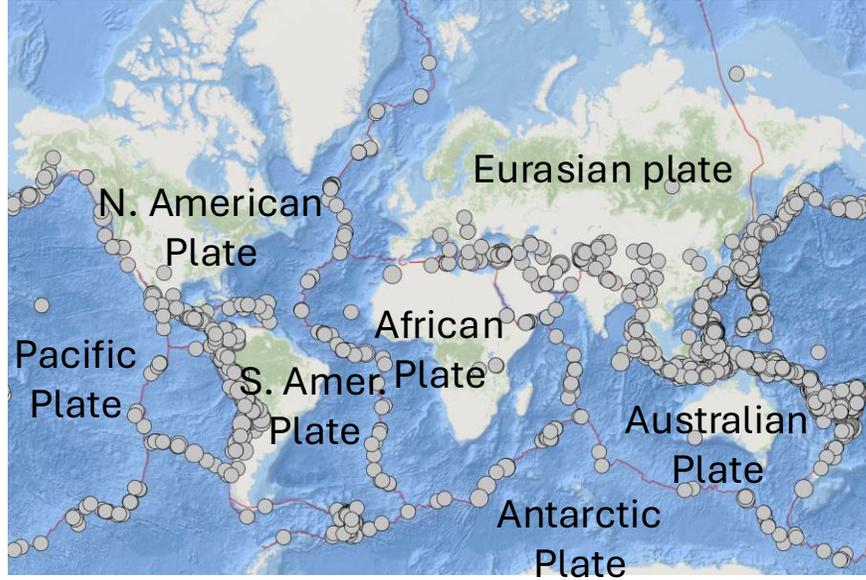
Earthquake probabilities along Northern CA faults



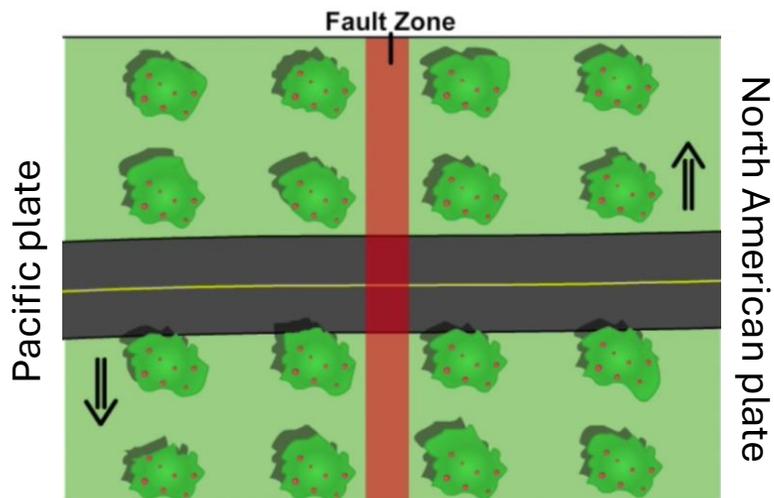
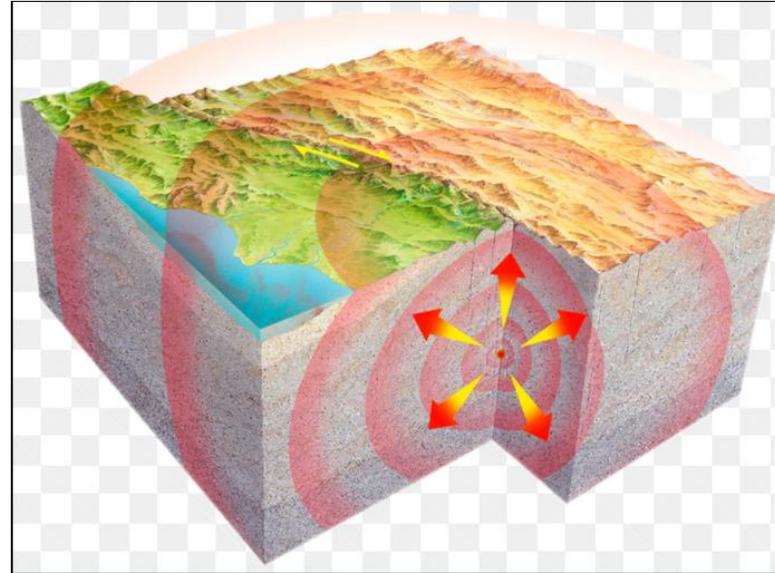
1. *Basics of earthquakes*
2. *Earthquakes & Hazard in Northern CA*
3. *Science Center Research Products*
4. *7 Steps to Safety*

# Earthquake Basics

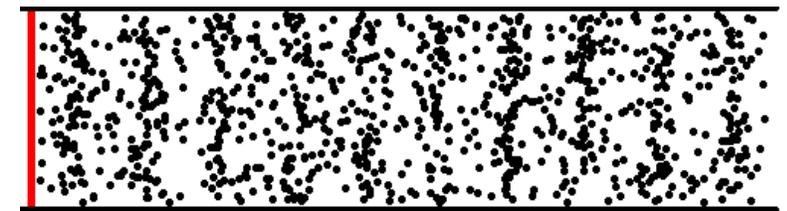
### Earthquakes along tectonic plate boundaries



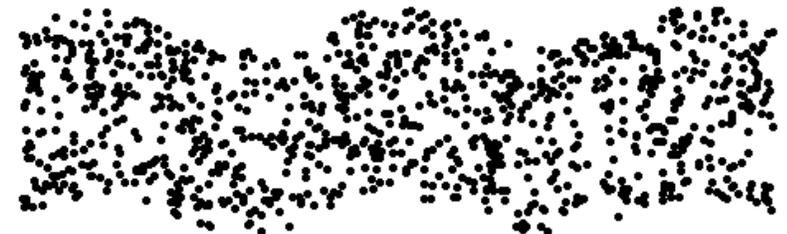
### Seismic waves generated during earthquakes produce ground shaking



**P-waves**  
Travel faster  
Less destructive



**S-waves**  
Travel slower  
More destructive

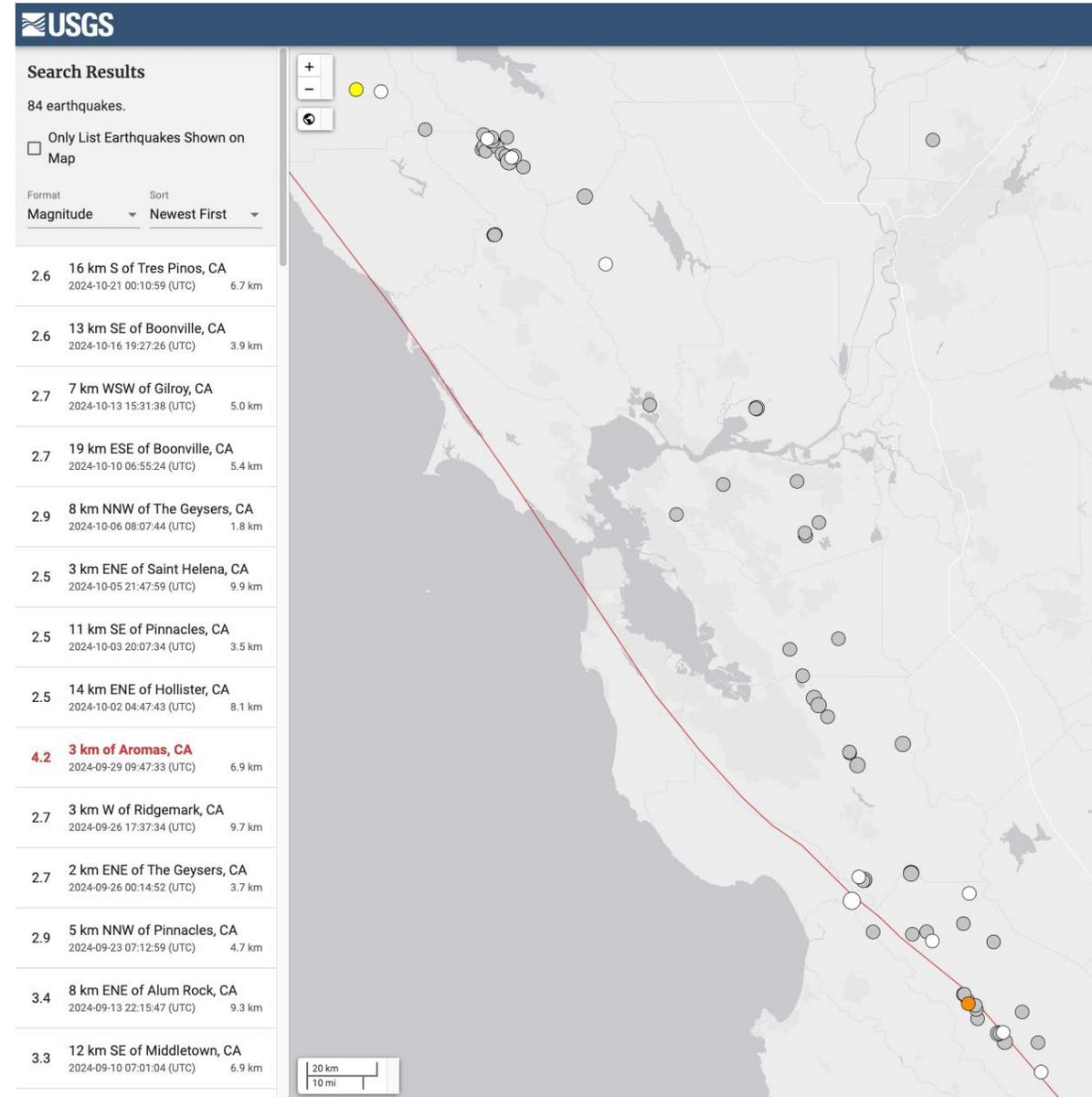


# 6 Months of Northern CA Earthquakes

*We live in earthquake country*

*Earthquakes happen frequently  
(84 earthquakes in 6 months)*

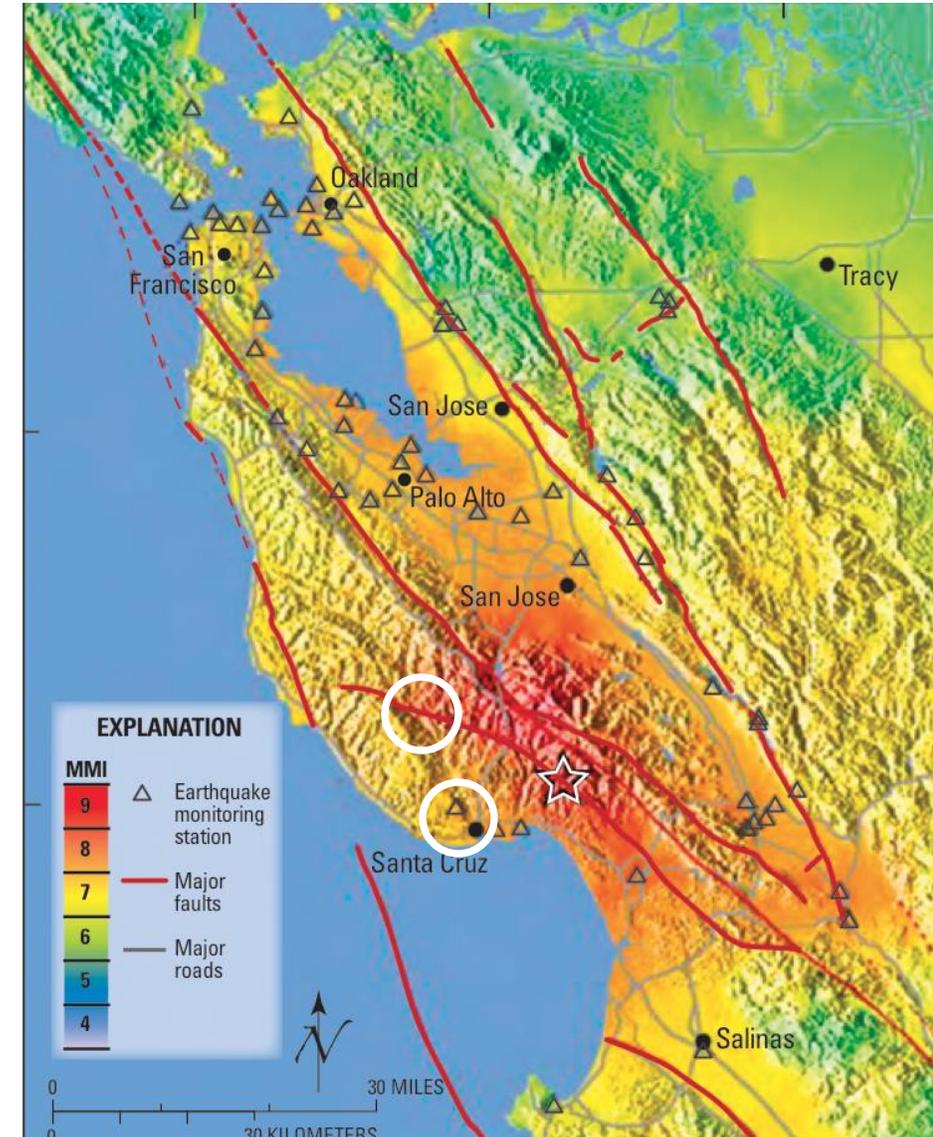
*Proper preparedness promotes  
personal and community resilience*



# 1989 M6.9 Loma Prieta Earthquake

- Struck along the San Andreas Fault in the Santa Cruz Mountains.
- Largest earthquake to hit the Bay Area since the M7.8 Great San Francisco Earthquake of 1906.
- Resulted in 63 lives lost and ~\$10 billion in infrastructural damages

1989 M6.9 Loma Prieta Earthquake ShakeMap



# 1989 M6.9 Loma Prieta Earthquake

- Struck along the San Andreas Fault in the Santa Cruz Mountains.
- Largest earthquake to hit the Bay Area since the M7.8 Great San Francisco Earthquake of 1906.
- Resulted in 63 lives lost and ~\$10 billion in infrastructural damages

## A “Wake-up call” for the Bay Area:

- Spurred new geological and seismological research, leading to re-evaluation of seismic hazard in the Bay Area.
- Spurred investments in enhanced earthquake monitoring for better hazard characterization, situational awareness and earthquake early warning.

Cypress Viaduct Collapse, Oakland, CA

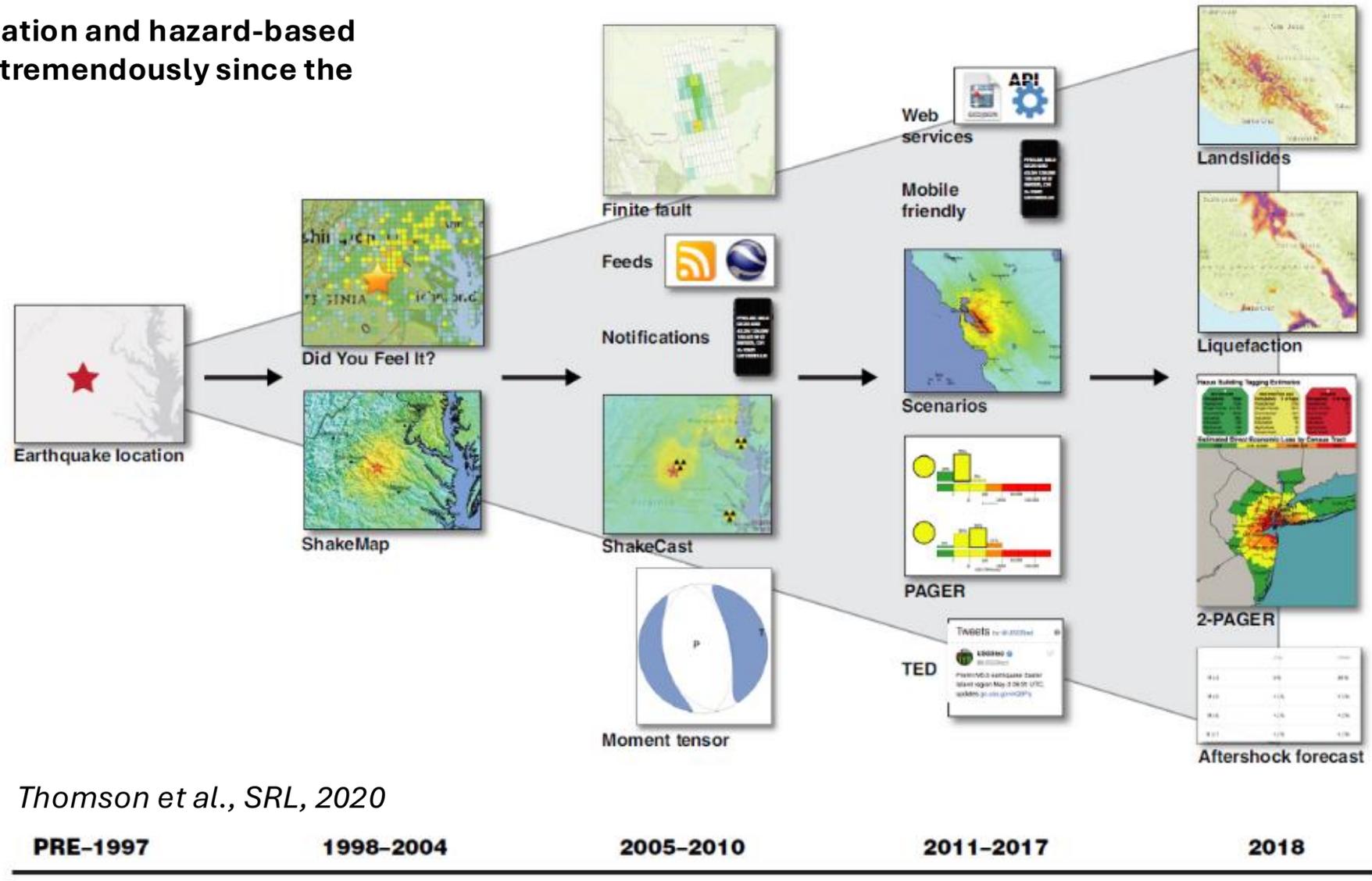


Marina District, San Francisco, CA



# Earthquake Hazard Product Evolution

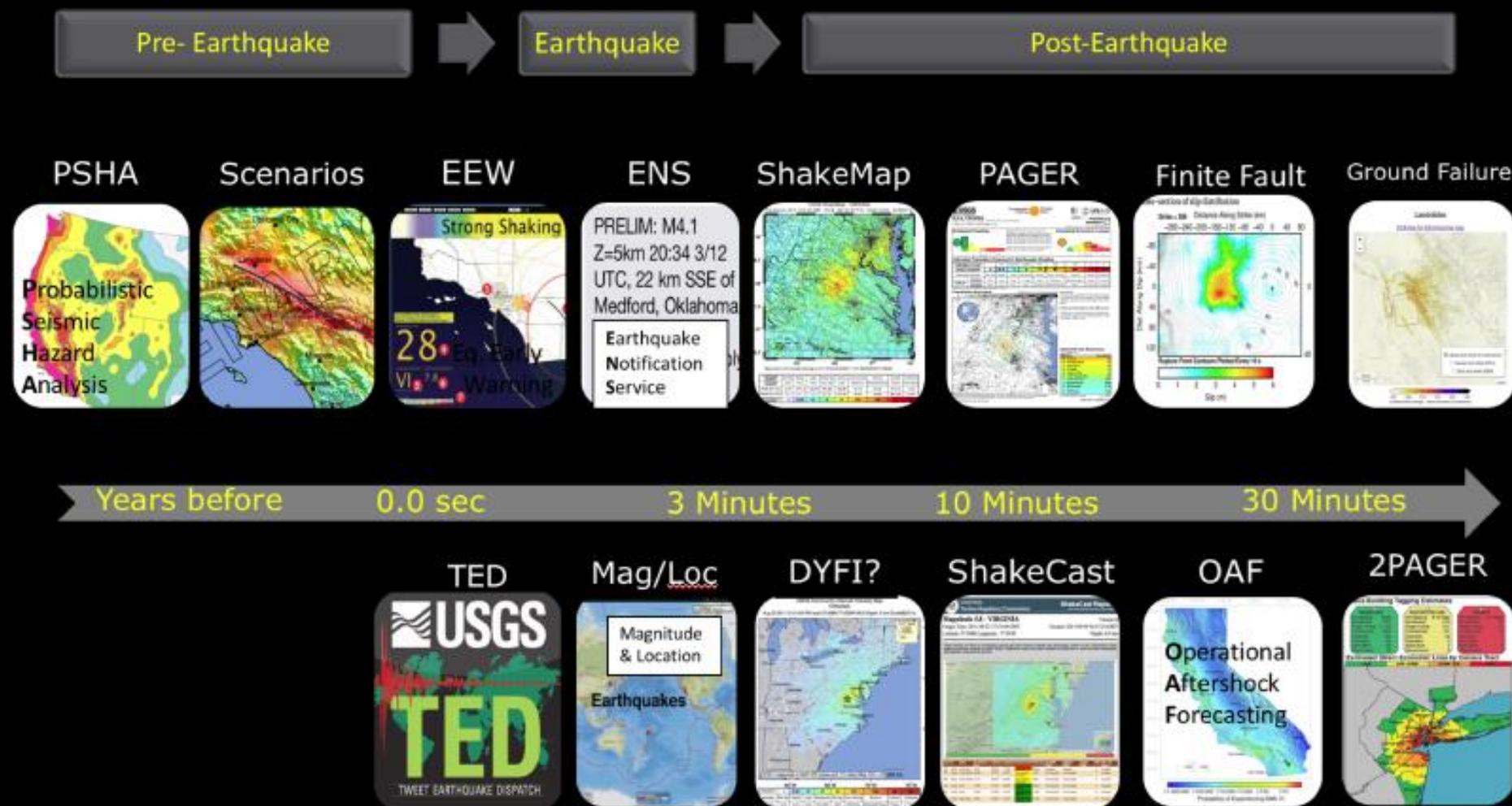
USGS earthquake information and hazard-based products have improved tremendously since the Loma Prieta earthquake.



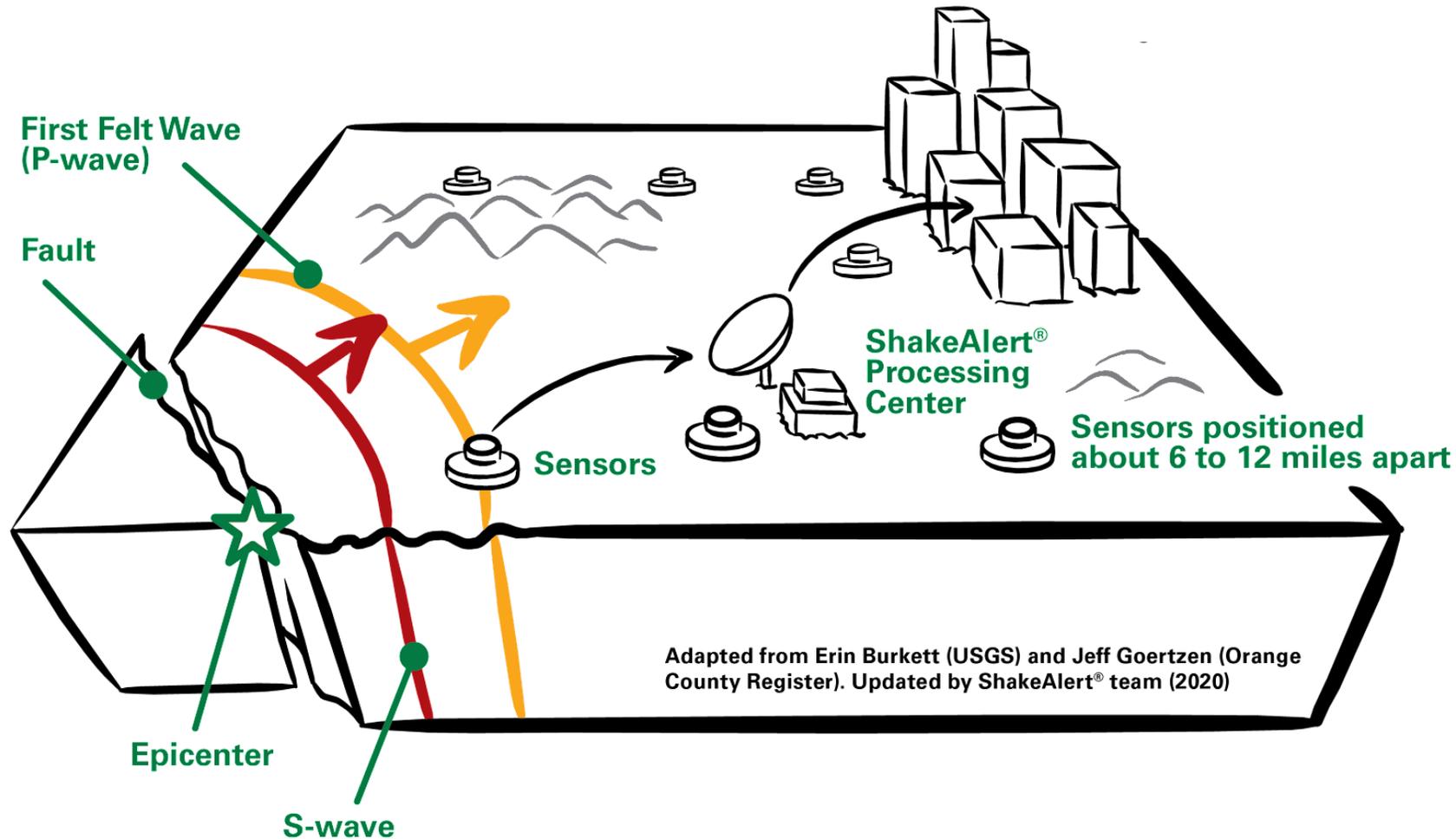
Thomson et al., SRL, 2020

# Earthquake Hazard Products

## USGS Earthquake Information System

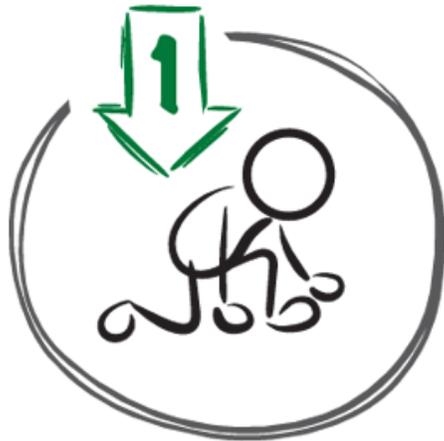


## ShakeAlert® EARTHQUAKE EARLY WARNING BASICS





If you **FEEL SHAKING** or **GET AN ALERT...**



**DROP!**

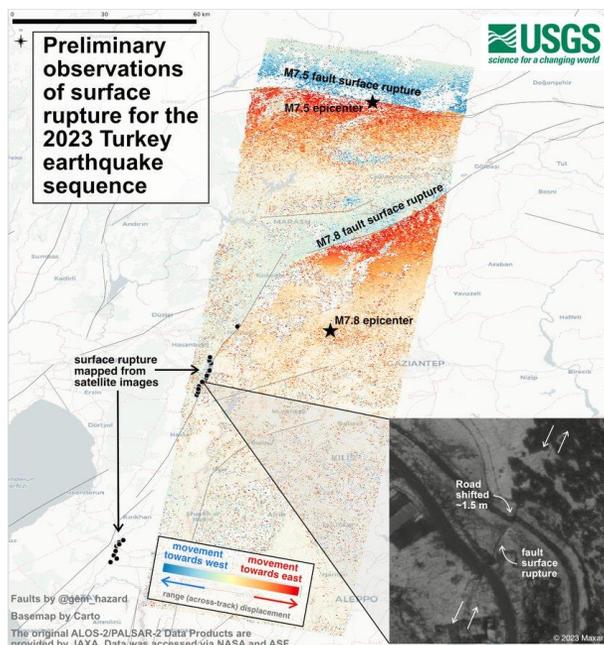
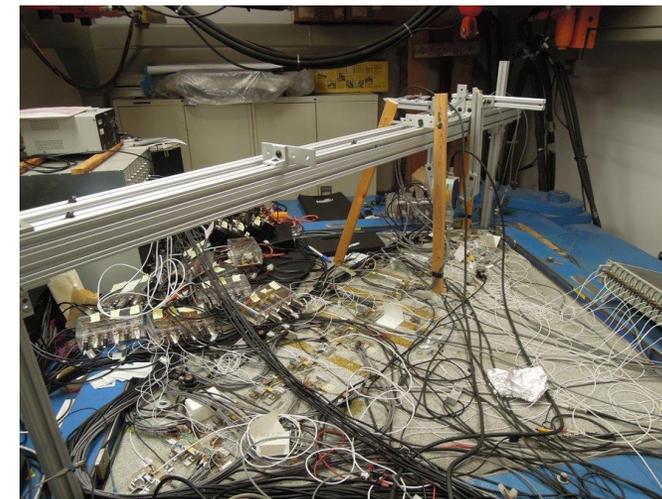


**COVER!**



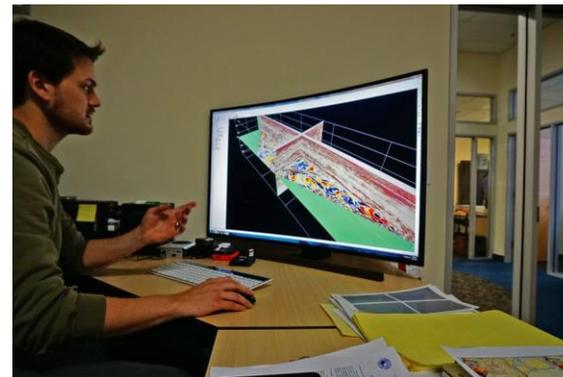
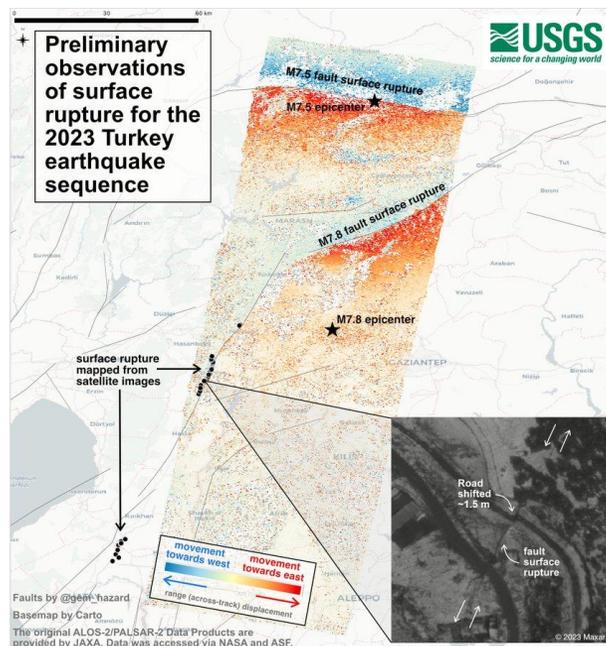
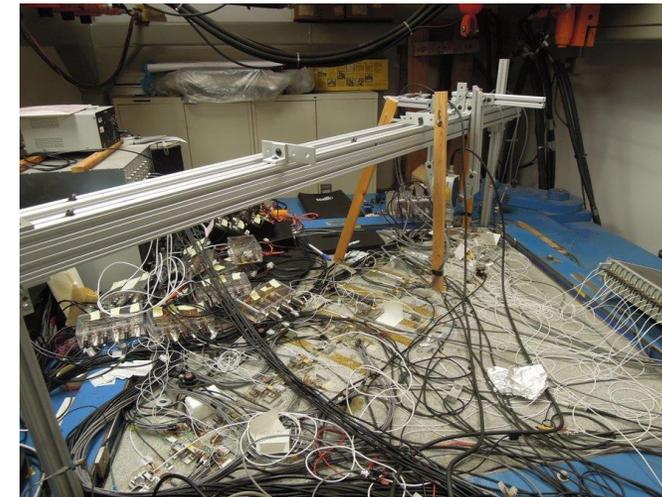
**HOLD ON!**

# Science and Research at ESC



- Earthquake Seismology
- Network Operations
- Geodesy
- Earthquake Geology
- Seismic Imaging
- Strong Ground Motion
- Laboratory Rock Mechanics
- Borehole Geophysics
- Geomechanical Modeling
- Earthquake response

# Science and Research at ESC



We co-operate seismic and geodetic networks across the Western U.S. and lead the ShakeAlert Earthquake Early Warning System with university partners.

ESC also leads the National Strong Motion Project, houses renowned rock mechanics laboratories and deep borehole geophysics facilities, and conducts extensive paleoseismic and high-resolution ground deformation investigations along active faults.

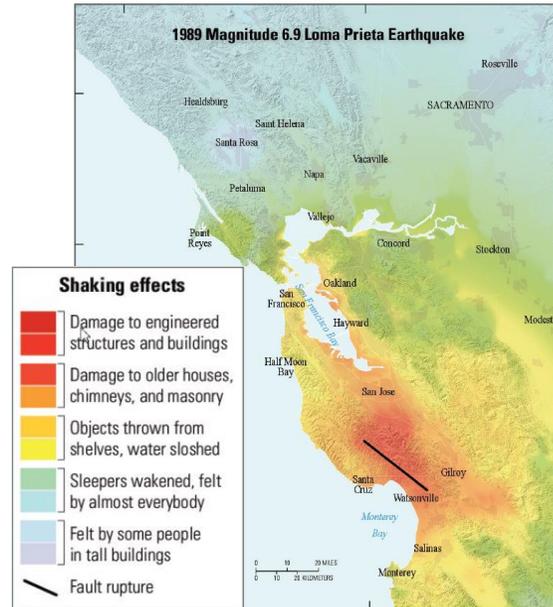
# Key Motivating Questions

1. What is the likelihood of an earthquake?
2. What is the shaking going to be?
3. What other earthquake-related processes (e.g., landsliding, liquefaction, fault displacement) influence hazard?

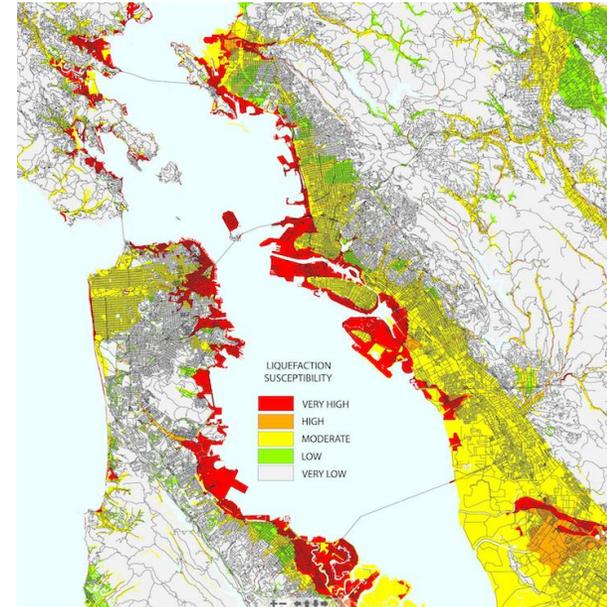
Earthquake Probabilities



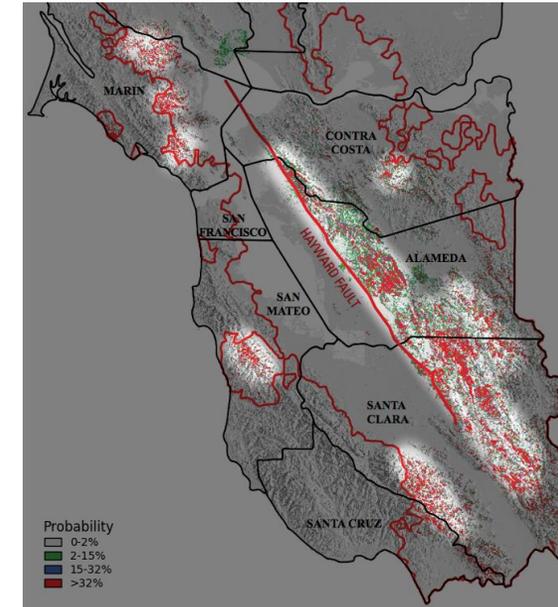
1989 Shaking Intensity



Liquefaction Potential



Landslide Risks

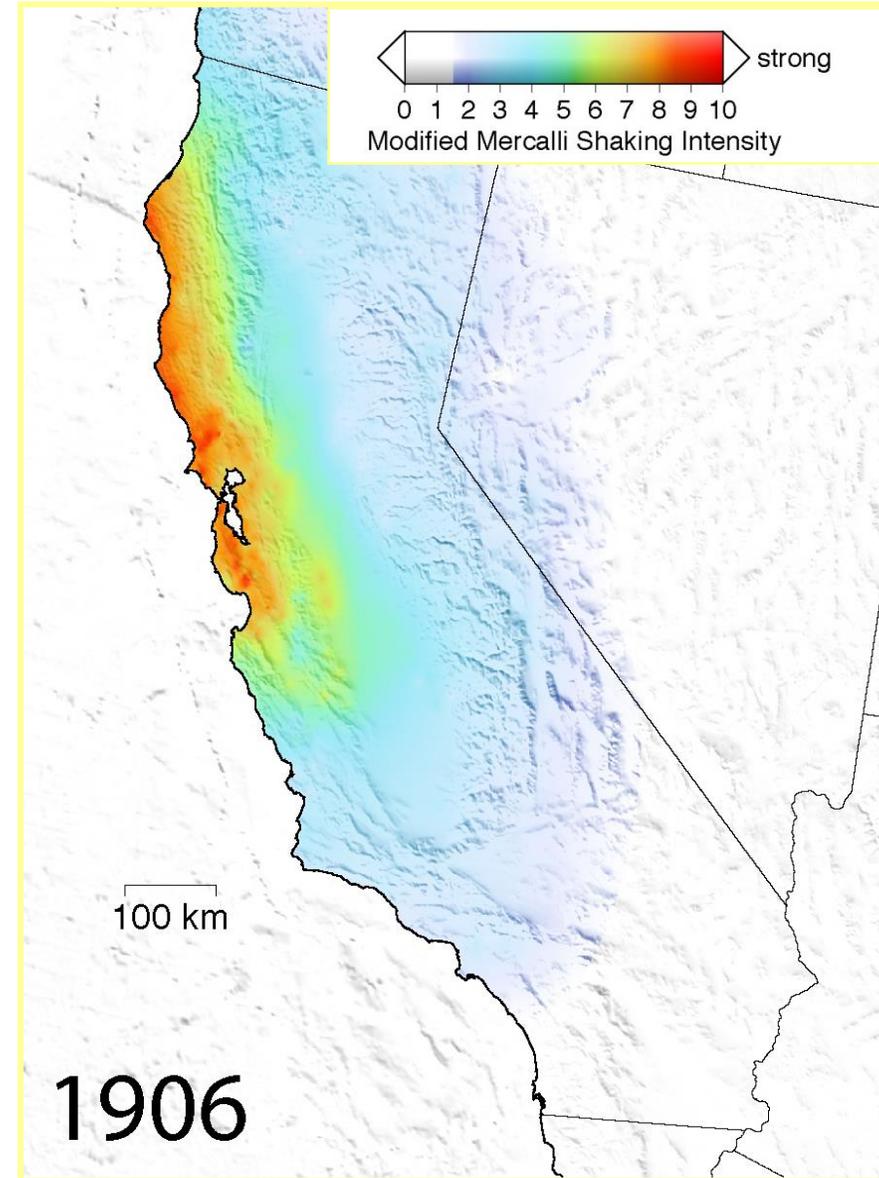
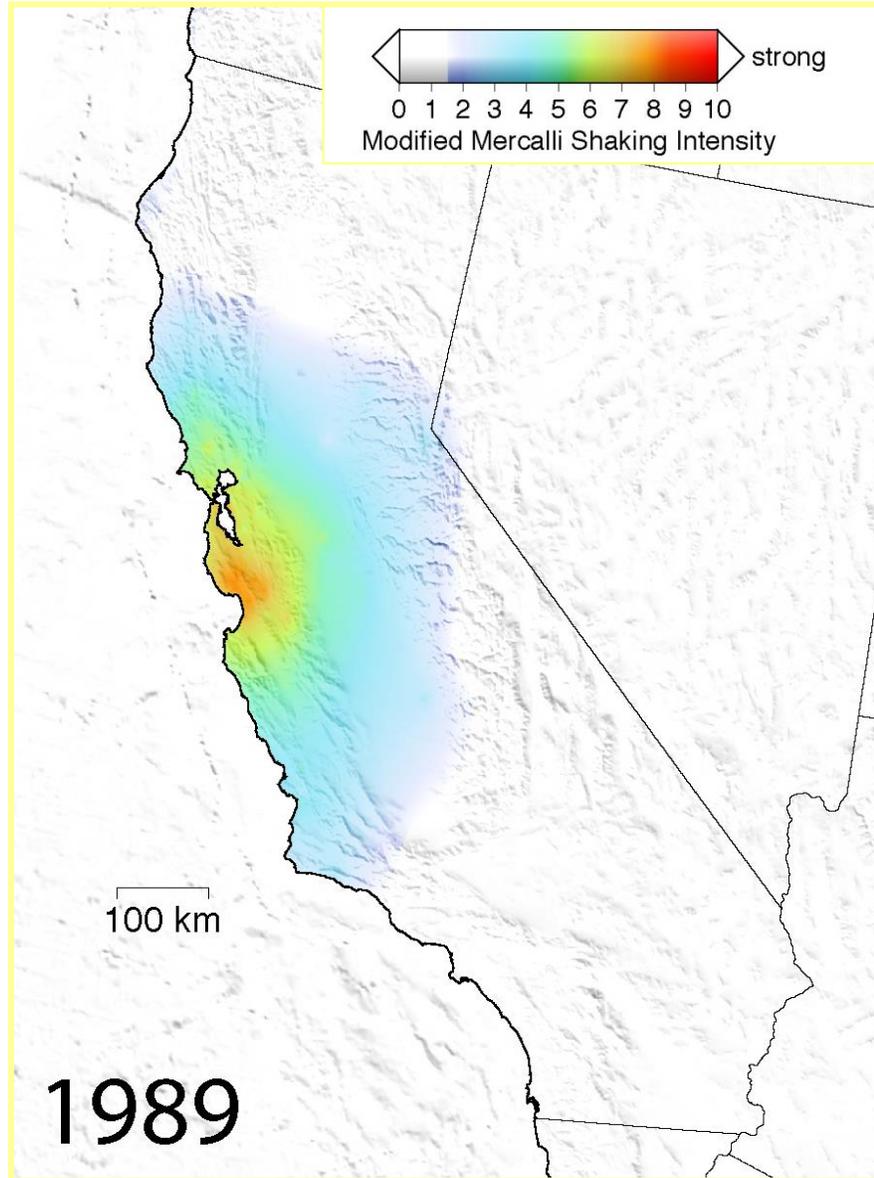


# Earthquake Outlook 2014 - 2043



Magnitude (M)	30-year likelihood of at least one EQ in San Francisco Bay region
$M \geq 6.0$	98 percent
$M \geq 6.7$	72 percent
$M \geq 7.0$	51 percent
$M \geq 7.5$	20 percent

# 1989 Loma Prieta & 1906 Great SF



# 7 Steps to Safety

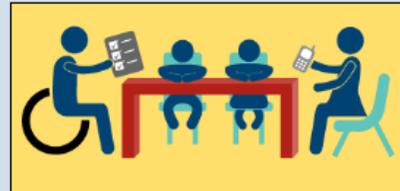
## PREPARE

*Before the next big earthquake we recommend these four steps that will make you, your family, or your workplace better prepared to survive and recover quickly:*

**Step 1:**  
[Secure your space](#) by identifying hazards and securing moveable items.



**Step 2:**  
[Plan to be safe](#) by creating a disaster plan and deciding how you will communicate in an emergency.



**Step 3:**  
[Organize disaster supplies](#) in convenient locations.



**Step 4:**  
[Minimize financial hardship](#) by organizing important documents, strengthening your property, and considering insurance.



## SURVIVE AND RECOVER

*During the next big earthquake, and immediately after, is when your level of preparedness will make a difference in how you and others survive and can respond to emergencies:*

**Step 5:**  
[Drop, Cover, and Hold On](#) when the earth shakes.



**Step 6:**  
[Improve safety](#) after earthquakes by evacuating if necessary, helping the injured, and preventing further injuries or damage.



*After the immediate threat of the earthquake has passed, your level of preparedness will determine your quality of life in the weeks and months that follow:*

**Step 7:**  
[Reconnect and Restore](#)  
Restore daily life by reconnecting with others, repairing damage, and rebuilding community.



***Thank you!***  
***Questions?***



# U.S. Geological Survey (USGS) Small Business Outreach Event

**NETWORKING BREAK**

U.S. Department of the Interior  
U.S. Geological Survey

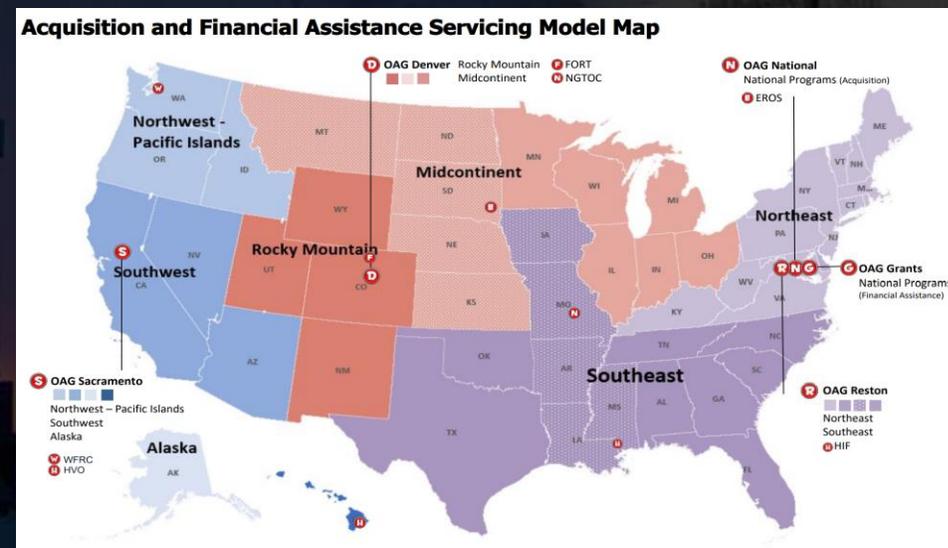
October 23, 2024

# Office of Acquisition & Grants

**Sasha Klingler**  
Sacramento Branch Chief  
U.S. Geological Survey

# Office of Acquisition Sacramento Branch

- The Office of Acquisition and Grants Sacramento Branch is responsible for the acquisition needs of the USGS in Pacific, Northwest-Pacific Islands and Southwest Regions. This covers California, Hawaii, Alaska, Oregon, Washington, Nevada, Idaho, and Arizona.
- Scientific excellence would not be possible without the over 2,000 industry partners, tribal organizations, educational institutions, and municipalities.
- USGS FY 24 Obligations (Total \$913,122,171):
  - Sacramento Total: \$211,027,492
    - Acquisition: \$189,158,701
    - Financial Assistance: \$21,868,782



# USGS Programs

- Communications & Publishing
- Climate & Land Use Change
- International Programs
- Enterprise Information
- Library Services
- Core Sciences Systems
- Land Change Science
- National Climate Change & Wildlife
- Core Research Center
- Energy and Minerals
- Office of the Director
- National Hazards
- Earthquake Hazards
- Volcano Hazards
- Federal Geographic Data Committee
- National Geospatial Program
- National Mapping Program
- Water
- Science Analytics and Synthesis

# Types of Purchases

- Construction
- Architectural & Engineering
- IT Hardware and Software
- IT Support Services
- Consulting Services
- Patent Services
- Sample Analyses (soil, water, etc.)
- Student Services
- Science and Technical Services
- Facilitation Services
- Conferences/Sponsorships
- Radios & Communication Equ.
- Scientific Equipment
- Satellite Services
- Antenna Services
- Science Studies
- Website Development Services
- Janitorial Services

# Important things to Remember

- Only the Contracting Officer(CO) can bind the government, award a contract or make an obligation.
- Any communications from other than the CO is considered Market Research – prior to award.
- Respond to Request For Information(RFI's) or Sources Sought – This assists us in determining acquisition strategies.
- Read and respond accordingly to the RFP or RFQ and/or pose questions, prior to the solicitation question cut-off date.

# Important things to Remember

- Consideration of Small Business are at the forefront of our acquisition planning.
- Subcontracting Opportunities are possible on many programs through out USGS and the federal government. SB Goals are flowed down in subcontracting plans.
- Ensure your SAM registration is current and renewed timely.
- Successful past performance is critical.

# Doing Business with DOI

[DOI Procurement Opportunities | U.S. Department of the Interior](#)

The screenshot shows the U.S. Department of the Interior website. At the top, there is a dark blue navigation bar with links for Newsroom, Vote.gov, and social media icons. Below this is a lighter blue header with the U.S. Department of the Interior logo and navigation links for About, Bureaus, Priorities, and Media. The main content area has a breadcrumb trail: Home > Office of Policy, Management and Budget > Office of Small and Disadvantaged Business Util... > DOI Procurement Opportunities. The page title is "DOI Procurement Opportunities" with a share button. The main content features a section titled "Fiscal Year 2024 - Forecast of Contract Opportunities" with a paragraph explaining Public Law 100-656 and a detailed paragraph about the Department's forecast of contract opportunities for small businesses.

Newsroom | Vote.gov | |

U.S. Department of the Interior

About ▾ | Bureaus ▾ | Priorities ▾ | Media ▾ |

[Home](#) > [Office of Policy, Management and Budget](#) > [Office of Small and Disadvantaged Business Util...](#) > DOI Procurement Opportunities

## DOI Procurement Opportunities Share ▾

**IN THIS SECTION**

- [OSDBU Home](#)
- [About Us](#) +
- Forecast**
- [Events](#)
- [Resources](#) +

### Fiscal Year 2024 - Forecast of Contract Opportunities

Public Law 100-656, the Business Opportunity Development Reform Act of 1988, amended the Small Business Act to place new emphasis on acquisition planning. The law requires agencies to compile and make available projections of contracting opportunities small and small disadvantaged firms may be able to perform.

In response to this requirement, the Department of Interior Forecast of Contract Opportunities includes projections of anticipated contracts above the simplified acquisition threshold that small businesses, small disadvantaged businesses, women-owned small businesses, HUBZone small businesses, and service-disabled veteran-owned small businesses may be able to perform under direct contracts with the Government, or through subcontracting opportunities. This Department-wide forecast of contract opportunities expands upon individual efforts already implemented at the Department of the Interior aimed at enhancing competition in contracting.

[Consolidated Doi Forecast All Bureaus 11162023 \[xlsx\]](#)

# Examples of Procurements currently posted at SAM.gov

The screenshot displays the SAM.gov search interface. At the top left is the SAM.gov logo, and at the top right is a 'Sign In' button. A navigation bar includes 'Home', 'Search', 'Data Bank', 'Data Services', and 'Help'. The search bar contains the text 'e.g. 1606N020Q02' and a search icon. Below the search bar, there are filters for 'Select Domain' (set to 'Contract Opportunities') and 'Filter By'. A 'Keyword Search' section offers 'Simple Search' and 'Search Editor' options, with radio buttons for 'Any Words', 'All Words' (selected), and 'Exact Phrase'. A search input field contains 'e.g. W91QVN-17-R-008'. A 'Federal Organizations' dropdown menu is open, showing 'us g' and a suggestion for '1434 - US GEOLOGICAL SURVEY Subtier'. The search results are sorted by 'Updated Date' and show 1-25 of 32 results. Three results are visible:

- B--Harmful Algal Blooms (HABs) Analytical Services**  
Notice ID: DOIGFBO250001  
Harmful Algal Blooms (HABs) Analytical Services...  
Department/Ind.Agency: INTERIOR, DEPARTMENT OF THE  
Subtier: US GEOLOGICAL SURVEY  
Office: OFC OF ACQUISITION GRANTS-DENVER  
Current Response Date: October 29, 2024 at 11:00 AM PDT  
Notice Type: Original Presolicitation  
Updated Date: Oct 8, 2024  
Published Date: Oct 8, 2024
- R--BOATMAN OPERATIONS LOGISTICAL SERVICES**  
Notice ID: 140G0324Q0172  
BOATMAN OPERATION SERVICES AND LOGISTICS SUPPORT\_ amd 6...  
Department/Ind.Agency: INTERIOR, DEPARTMENT OF THE  
Subtier: US GEOLOGICAL SURVEY  
Office: OFFICE OF ACQUISITON GRANTS  
Current Date Offers Due: October 15, 2024 at 05:00 PM PDT  
Notice Type: Updated Solicitation  
Updated Date: Oct 2, 2024 (6)  
Published Date: Oct 2, 2024
- A--USGS Landsat Science Team**  
Notice ID: 140G0125R0001  
US Geological Survey (USGS) Landsat Science Team  
Synopsis of Proposed Contract Action - Reference Attached Document...

# Acquisition Gateway

<https://www.acquisitiongateway.gov/forecast>

acquisitiongateway.gov/forecast

An official website of the United States government [Here's how you know](#)

NEW Sign-On process beginning mid-November. Find out what this means for you. [Learn More](#)

**Acquisition Gateway** Keyword(s)  [Sign In](#)

Government-wide Initiatives Tools & Resources Training External Resources

Home / Forecast Tool

## Forecast Tool

[Share](#) [Export CSV](#)

Showing 1 - 25 of 1524 items Results per page: 25

### Filter

Keyword(s)

Narrow Down by Keywords(s)

[Reset](#)

### Agency

[Department Of The Interior](#) x

Add a filter

### Organization

[USGS - U. S. Geological Survey](#) x

Add a filter

### Place of Performance

Add a filter

### RADIO - SATELLITE DATA IT SUPPLIES & MATERIALS

Geospatial Satellite Data - Satellite images for volcano monitoring

<b>Agency:</b> Department of the Interior	<b>Organization/Contracting Office:</b> USGS - U. S. Geological Survey
<b>Place of Performance:</b> To Be Determined	<b>Listing ID:</b> USGS25_2539_2056
<b>Acquisition Phase:</b> Acquisition Planning	<b>Contract Type:</b> To Be Determined
<b>Estimated Award FY:</b> 2025	<b>Estimated Contract Value:</b>
<b>NAICS Code:</b> 519290	<b>Region:</b>
<b>Acquisition Strategy/Type of Set-Aside:</b> To Be Determined	<b>Type of Awardee:</b>
<b>Period of Performance:</b> 09/30/2024 - 09/29/2025	

### GEOSPATIAL- OTHER GEOSPATIAL SERVICES

Geospatial Services - SAR satellite data from the German Space Agency for Yellowstone monitoring

# Points of Contact

Sasha Klingler  
OAG Sacramento  
Branch Chief  
[sklingler@usgs.gov](mailto:sklingler@usgs.gov)

Charlan Fejarang  
OAG Sacramento  
Field Small Business Specialist  
[cjfejarang@usgs.gov](mailto:cjfejarang@usgs.gov)



# U.S. Geological Survey (USGS) Small Business Outreach Event

## Five Minute Break to Set Up for Government Panel Discussion

U.S. Department of the Interior  
U.S. Geological Survey

October 23, 2024



# U.S. Geological Survey (USGS) Small Business Outreach Event

## Government Panel Discussion

U.S. Department of the Interior  
U.S. Geological Survey

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