

USDA Rural Development's Procurement Management Office and Office of Small Business

USDA Rural Development buys a variety of products and services to help meet our mission area objectives and program needs. We follow all Federal Government, Departmental, and Mission Area regulations and guidelines. If you would like to do business with the United States there are a couple of things you must do. First, you must be a company authorized or licensed to perform commercial business in the United States. Small Business owners are encouraged to seek information from official government organizations or federal government websites like U.S. Small Business Administration (SBA – available at this link: sba.gov).



About USDA Rural Development

USDA Rural Development invests in rural America with more than 70 loan, grant, and loan guarantee programs because we understand a strong community is rooted in its people. The commitment and resources we bring to rural communities helps drive economic security and prosperity. Our programs expand access to high-speed internet, electric, and transportation infrastructure, and support small business growth, health care, education, housing, and other community essentials.

We stand ready to be your partner in prosperity for rural America.

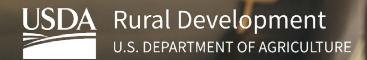
Information about all USDA Rural Development programs is available at rd.usda.gov, or from your local USDA RD office. A list of state-based offices is available at go.usa.gov/xS9DA.

NOTE: This document includes links to material hosted outside of the USDA domain. All links were accurate as of March 2024.



USDA is an equal opportunity provider, employer, and lender.

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Small Business, Big Impact

Navigating Federal Contracting
Processes with USDA
Rural Development



USDA RD
Procurement Office

Contracting with the government

The United States Government buys products and services of all types, worldwide. Federal law requires small and disadvantaged socioeconomic group businesses be given equal opportunity to compete for federal contracting bids. In fact, some contracts are set aside exclusively for small businesses.

SET YOURSELF UP FOR SUCCESS

- 1 Learn the types of federal contracts** (such as competitive or sole-source set-asides)
- 2 Understand the difference between prime contracts and subcontracts**
- 3 Research the federal market for contract opportunities at [SAM.gov](https://www.sam.gov), then assess whether your small business meets the set aside requirements for quote or information**
- 4 Market your small business to prime contractors (recent awardees) or directly to a target government agency**
- 5 Familiarize yourself with the Federal Acquisition Regulation, then submit your quote or bid.** (FAR – available at this link: [tinyurl.com/5h24w9wy](https://www.tinyurl.com/5h24w9wy))

Getting Started

1. Register at SAM.gov and get a Unique Entity Identifier (Available at this link: [sam.gov](https://www.sam.gov))
2. Classify your business using the North American Industry Classification System (NAICS – available at this link: [census.gov/naics](https://www.census.gov/naics)) hosted by the U.S. Census Bureau.
3. Determine your firm's size classification using U.S. Small Business Administration guidelines (SBA Size Standards Tool – available at this link: [tinyurl.com/7s65w8mh](https://www.tinyurl.com/7s65w8mh)).
4. Determine if your small business can be further classified as any of the following:

- Tribal-owned
- Woman-owned
- Veteran-owned or veteran-owned service-disabled
- Already-established small, socially and economically disadvantaged (also called “8a businesses”)
- Historically Underutilized Business Zones (HUB Zones)



Where to find contracting opportunities with the U.S. Federal Government

- Check SAM.gov (available at this link: [sam.gov](https://www.sam.gov))
 - Visit USDA's Office of Small and Disadvantaged Business Utilization (OSDBU – available at this link: [usda.gov/da/osdbu](https://www.usda.gov/da/osdbu))
 - U.S. General Services Administration (GSA – available at this link: [gsa.gov](https://www.gsa.gov)) – the government agency that connects government buyers with contractors
 - Learn about SBA's Subcontracting Network (SubNet – available at this link: [https://tinyurl.com/3xtz244e](https://www.tinyurl.com/3xtz244e))
 - Managed by the U.S. Department of Defense's Office of Small Business Programs, the APEX Accelerators program (information available at this link: [tinyurl.com/2kus8jki](https://www.tinyurl.com/2kus8jki)) focuses on building a resilient U.S. supply chain by helping businesses pursue and fulfill contracts with federal, state, and local government agencies.
- (NOTE: Until 2022, APEX Accelerators were known as Procurement Technical Assistance Center (PTAC) programs. Despite the rebrand, many programs still use PTAC instead of APEX.)