



Doing Business with Federal Emergency Management Agency (FEMA)

Federal Emergency Management Agency



Robert Wink, PMP, CSM, CFCM, REALTOR®
Program Specialist – Contract Oversight Management
Federal Emergency Management Agency



FEMA

Schedule

- Where to register (DUNS and Sam.gov registrations, the disaster registry).
- How to volunteer.
- How to avoid fraud and scams.
- How FEMA develops acquisition packages to solicit vendors.
- The Federal Acquisition Regulation regarding the emergency declaration or major disaster declaration as well as unusual and compelling urgency
- Which agencies support FEMA during an emergency declaration or major disaster declaration.
- Who are the top suppliers and service providers.
- What are the top supplies and services requested.
- Which entities can help support your business through the process.

Where to register
DUNS
Sam.gov
The Disaster Registry

DUNS

Where to register

<https://www.dnb.com/duns-number/get-a-duns.html>


Get a Dun & Bradstreet D-U-N-S® Number

The D-U-N-S Number is used to establish your company's D&B® file, which can help potential partners and lenders learn more about your business, and may also help them make more informed decisions about whether or not to work with you as a client, supplier, or partner.

The first step in creating a new D-U-N-S Number is searching to see whether Dun & Bradstreet has already created one for you.

Primary Reason for
D-U-N-S Number
Registration

I have a U.S. based business
I have a Canada based business
I'm an Apple Developer
I'm a U.S. Government Contractor or Grantee



Why Register?

- **DUNS # - takes up to 24 hours.**
 - **FEMA Can award once you have a DUNS Number.**
 - **Waiver - FAR Subpart 4.2104(a)(3)(i)** In the case of an emergency, including a declaration of major disaster, in which prior notice and consultation with the Office of the Director of National Intelligence and prior notice to the Federal Acquisition Security Council is impracticable and would severely jeopardize performance of mission-critical functions, the head of an agency may grant a waiver without meeting the notice and consultation requirements under 4.2104(a)(2)(iii) and 4.2104(a)(2)(iv) to enable effective mission critical functions or emergency response and recovery.
- **Where to register - System for Award Management (SAM)**
 - Disaster registry

Sam.gov

Register in the System for Award Management (SAM)

The Official Federal Government registration is processed within the System for Award Management (SAM) www.sam.gov.

- SAM registration is FREE
- Contact your local PTAC office for assistance. Visit www.aptac-us.org to find your local PTAC.
- Things you'll need before registration.
 - Tax ID
 - Bank Info
 - DUNS Number
 - At least one NAICS Code - https://www.sba.gov/sites/default/files/2019-08/SBA%20Table%20of%20Size%20Standards_Effective%20Aug%202019%2C%202019.pdf
- If no PTAC covers your area, you may direct questions regarding the SAM registration process to the Federal Service Desk at 1-866-606-8220 or visit them online at www.fsd.gov.



A NEW WAY TO SIGN IN - If you already have a SAM account, use your SAM email for login.gov.

Log In

[Login.gov FAQs](#)

[HOME](#) [SEARCH RECORDS](#) [DATA ACCESS](#) [CHECK STATUS](#) [ABOUT](#) [HELP](#)

- ⚠️ ALERT: SAM.gov will be completely unavailable due to scheduled maintenance from Friday, May 21 at 4:00 PM EST through Monday, May 24 at 9:00 AM EST as it is upgraded to the modernized environment. [Learn more.](#)
- ⚠️ ALERT: Small business owners who seek to participate in the Restaurant Revitalization Fund (RRF) will not be required to have a DUNS Number, will not need to register in SAM.gov, and will not need a CAGE Code. SBA will share more information on the RRF soon. Visit [SBA](#) to stay informed.
- ⚠️ ALERT: Each entity registration expiring between April 1 and September 30, 2021 will have an additional 180 days added to its expiration date. Read more about the extension [Interact.](#)
- ⚠️ ALERT: SAM.gov will be down for scheduled maintenance Saturday, 05/15/2021 from 8:00 AM to 1:00 PM.
- ⚠️ ALERT: Shuttered Venue Operators Grant (SVOG) Applicants - Applicants for relief under the SVOG program are required to register in SAM.gov. If you have submitted your SAM.gov registration, but the registration is not yet active, you can still apply for relief under the SVOG program. During the SVOG application process, you will have to attest that you have submitted your SAM.gov registration. To stay informed, please visit [SBA](#).

The System for Award Management (SAM) is an official website of the U.S. government. There is no cost to use SAM. You can use this site for FREE to:

- Register to do business with the U.S. government
- Update or renew your entity registration
- Check status of an entity registration
- Search for entity registration and exclusion records

Getting Started

Create A User Account

1



Start by creating a SAM user account.

Register Entity

2



After creating your SAM user account, log in to register

Search Records



Do a public search for existing entity registration



SAM is using login.gov to allow you to sign in to your account safely and securely.

! First time here from SAM?

Your old SAM username and password won't work. Please create a login.gov account using the same email address you use for SAM.

[Learn more.](#)

Email address

You@youremail.com

Password




Show password

.....

Sign In

Don't have an account? [Create an account](#)




-  ALERT: June 11, 2018: Entities registering in SAM must submit a [notarized letter](#) appointing their authorized Entity Administrator. Read our [updated FAQs](#) to learn more about changes to the notarized letter review process and other system improvements.
-  ALERT: SAM.gov will be down for scheduled maintenance Saturday, 06/15/2019, from 8:00 AM to 1:00 PM (EDT).
-  ALERT: CAGE is currently experiencing a high volume of registrations, and is working them in the order in which they are received. When your registration is assigned to a CAGE Technician, you will be contacted by CAGE, if necessary, for any additional information.

MY SAM
My User Roles
Entity Users
Entity Registrations
Existing Entity Registrations
Register New Entity
BioPreferred Reporting
My Account Settings
My Data Access


Welcome, Uncle Sam

Welcome to your My SAM page. Start here to learn what you can do in SAM. Your options are customized to your user account and roles. Select a section from the sub-navigation menu to begin. Here is an overview of the most popular sections.



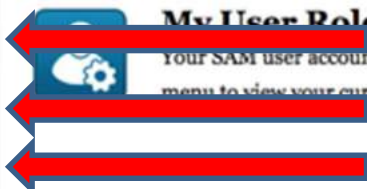
My User Roles

Your SAM user account needs roles to do most things in SAM. Select My User Roles from the My SAM sub-navigation menu to view your current roles, request new roles, or manage role invitations.



Entity Registrations

Do you want to do business with the U.S. Federal Government? Select Entity Registrations from the My SAM sub-navigation menu to create, update, renew, or deactivate your entity registration.





- ⚠ ALERT: June 11, 2018: Entities registering in SAM must submit a [notarized letter](#) appointing their authorized Entity Administrator. Read our [updated FAQs](#) to learn more about changes to the notarized letter review process and other system improvements.
- ⚠ ALERT: SAM.gov will be down for scheduled maintenance Saturday, 06/15/2019, from 8:00 AM to 1:00 PM (EDT).
- ⚠ ALERT: CAGE is currently experiencing a high volume of registrations, and is working them in the order in which they are received. When your registration is assigned to a CAGE Technician, you will be contacted by CAGE, if necessary, for any additional information.

MY SAM

Entity Registrations

Existing Entity Registrations

- My User Roles
- Entity Users
- Entity Registrations
 - Existing Entity Registrations
 - Register New Entity
 - BioPreferred Reporting
- My Account Settings
- My Data Access
- General

Page Description

This page allows you to manage your existing entity registrations regardless of the record status. The Entity List contains all entities with which you have user roles. You can search for entities within this list or simply select the entity for which you want to view, update, delete, or deactivate a registration record.

Once you select an entity, your registration details will display in either the Registration Details for Complete Record section or the Registration Details for Incomplete Record section. If you started an update to either an active or inactive registration record, you will find registration details in both sections. Check the Registration Status, then select the action you wish to take.

For keyboard only users, please tab to the desired entity and then press the Enter key to expand the child entities. Press the space bar to select an entity from the Entity List and the details will display in the appropriate Registration Details table.

To register a new entity in SAM, select the Register New Entity link from the sub-navigation menu.

IMPORTANT: If you navigate away from a page during the registration process without selecting Save and Continue, the information entered on the page will NOT be saved, you must select Save and Continue on every page.

Search for an Entity :

Legal Business Name:

DUNS Number:

CAGE/NCAGE Code:

[Download Your Active SAM Registrations \(XML\)](#)

[Download Your Active SAM Registrations \(Excel\)](#)


[Download Your Expired SAM Registrations \(XML\)](#)

[Download Your Expired SAM Registrations \(Excel\)](#)

Entity List

Uncle Sam & Associates (012345678)



Entity List	
	Uncle Sam & Associates (012345678)

Registration Details for Complete Record	
Entity Name:	Uncle Sam & Associates (012345678)
DUNS Number:	012345678
CAGE:	1AD12
Address:	
15555 NE Main St. Houston, TX 77027-0120	
Purpose of Registration:	All Awards
Registration Status:	Active
Expiration Date:	02/08/2020
Address Update Required:	No
 UPDATE ENTITY VIEW DEACTIVATE	

Registration Details for Incomplete Record
Your entity registration is Active. Please select Update Entity from Registration Details for Complete Record if you want to update or renew it.

How do I add my company to the Disaster Response Registry?

Overview

Purpose of Registration

Core Data

Assertions

✓ Goods and Services

✓ Size Metrics

✓ EDI Information

➔ **Disaster Response Information**

● Review Assertions

Representations and Certifications

Points of Contact

Small Business Certification

Submit Certification

BACK TO USER DASHBOARD

Page Description

Complete this section if you want to be listed in the Disaster Response Registry to potentially provide debris removal, distribution of supplies, reconstruction, and other disaster or emergency relief services in the event of a national disaster.

Mandatory fields are marked with an asterisk or star symbol. Complete all mandatory fields before continuing to the next page.

Do you wish to be included in the Disaster Response Registry? *

Yes ▼



Does your company require bonding to bid on Contracts? *

Please select a value ▼

Bonding Level:

Please provide the bonding level type, value must be input in whole dollars.

Construction Bonding Level, Per Contract (dollars)

Construction Bonding Level, Aggregate (dollars)

Service Bonding Level, Per Contract (dollars)

Service Bonding Level, Aggregate (dollars)

Geographic Area Served: *

Select whether your entity can provide disaster response services. If you select "Any State", you are saying your organization can perform in any declared disaster area nationwide. Alternatively, you can narrow the geographic area you serve to three or less states. If you narrow your area served down to just one state, you can further restrict it to specific counties or metropolitan statistical areas.

Any State

One State

Multiple States

Disaster Response Information

Complete this section if you want to be listed in the Disaster Response Registry. When national emergencies or natural disasters such as floods and hurricanes occur, supplies and services need to be procured and rushed to the affected area quickly. To expedite this process, the government established and maintains a registry of contractors willing to provide debris removal, distribution of supplies, reconstruction, and other disaster or emergency relief services in the event of a national disaster. Providing this information in SAM allows Federal agencies to easily identify potential disaster response contractors. Please see [FAR 26.205](#) for additional guidance FAR 26.205 Disaster Response Registry

- (a) Contracting officers shall consult the Disaster Response Registry via <https://www.acquisition.gov> to determine the availability of contractors for debris removal, distribution of supplies, reconstruction, and other disaster or emergency relief activities inside the United States and outlying areas.

- (a) A list of prospective vendors voluntarily participating in the Disaster Response Registry can be retrieved using the System for Award Management (SAM) search tool, which can be accessed via <https://www.acquisition.gov>. These vendors may be identified by selecting the criteria for “Disaster Response Contractors”. **Contractors are required to register with SAM in order to gain access to the Disaster Response Registry.**

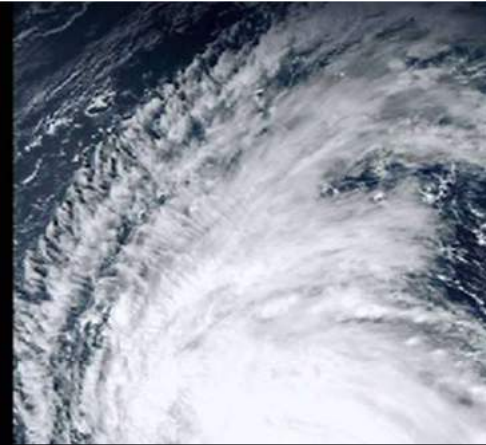
ALERT: The U.S. Small Business Administration (SBA) updated its Table of Small Business Size Standards adopting the Office of Management and Budget's 2017 revision of the North American Industry Classification System (NAICS) effective October 1, 2017. The revised NAICS Codes and their corresponding size standards will be available in SAM for use in entity registrations starting October 7, 2017. The updated table of size standards is available now on SBA's website at www.sba.gov/size.

Register Entity	SBA Supplemental	Uncle Sam & Associates
Overview	SBA Supplemental	DUNS: 012345678 CAGE CODE: IAD12
Purpose of Registration	Page Description	
Core Data	ATTENTION SMALL BUSINESSES: Do you want to further promote your business? The Small Business Administration (SBA) offers a government website called the Dynamic Small Business Search (DSBS). Government contracting/purchasing officials use DSBS in their market research to find viable small businesses for their contracting needs. DSBS collects and provides supplemental information about your company including past work performance, client referrals, and detailed capabilities statements; information that could reduce the selection process time. Federal prime contractors also use the DSBS to find small businesses to include in their subcontracting plans.	
Assertions	Register or Update Your Firm's SBA Profile in the Dynamic Small Business Search (DSBS)	
Representations and Certifications	<ul style="list-style-type: none"> Who should complete an SBA Profile in the DSBS? <ul style="list-style-type: none"> REQUIRED: Firms applying for SBA certification as HUBZone, 8(a) Business Development, or 8(a) Joint Venture Program or self-certifying as WOSB or EDWOSB for the WOSB Federal Contracting Program must complete the SBA Supplemental Pages to register or update their SBA Profile. OPTIONAL: We highly recommend all small businesses complete the SBA Supplemental Pages to register or update their SBA Profile. How do I complete an SBA Profile in the DSBS? <ul style="list-style-type: none"> Select Register or Update SBA Profile on this page. This will open a new window and take you directly to the SBA Supplemental Pages for your entity. Please remember to come back to the SAM window to complete and submit your entity registration. How do I know if my entity gets an SBA certification? <ul style="list-style-type: none"> SBA will notify SAM if and when your entity is added to a certification program. SAM will send an e-mail to your entity's administrator when the SBA sends the confirmation. If your entity is added to the 8(a) or 8(a) Joint Venture Program, the Business Type information will be updated. You will be instructed to review the changes found on the General Information page and to re-certify to your entity's small business status. If you are added to the HUBZone Program, the Representations and Certifications portion of your entity's registration will be updated. You will be instructed to review the changes and re-certify to your entity's small business status. 	
Points of Contact		
Small Business Certification		
→ SBA Profile		
Submit Certification		
BACK TO USER DASHBOARD		

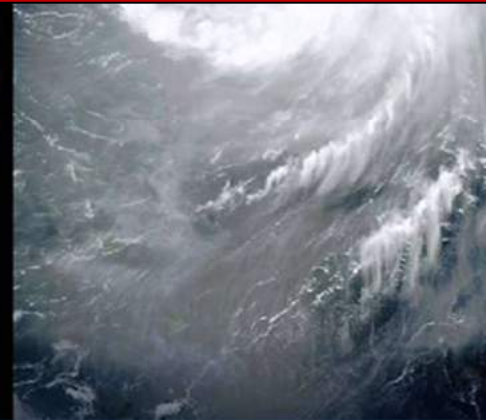
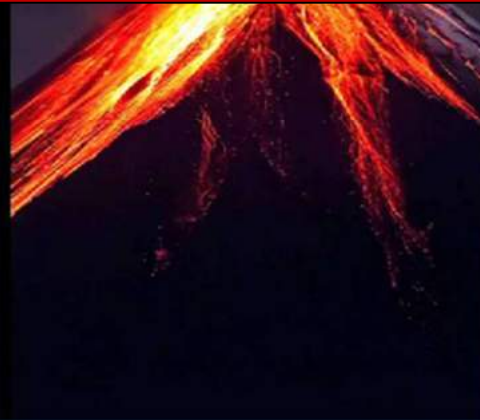




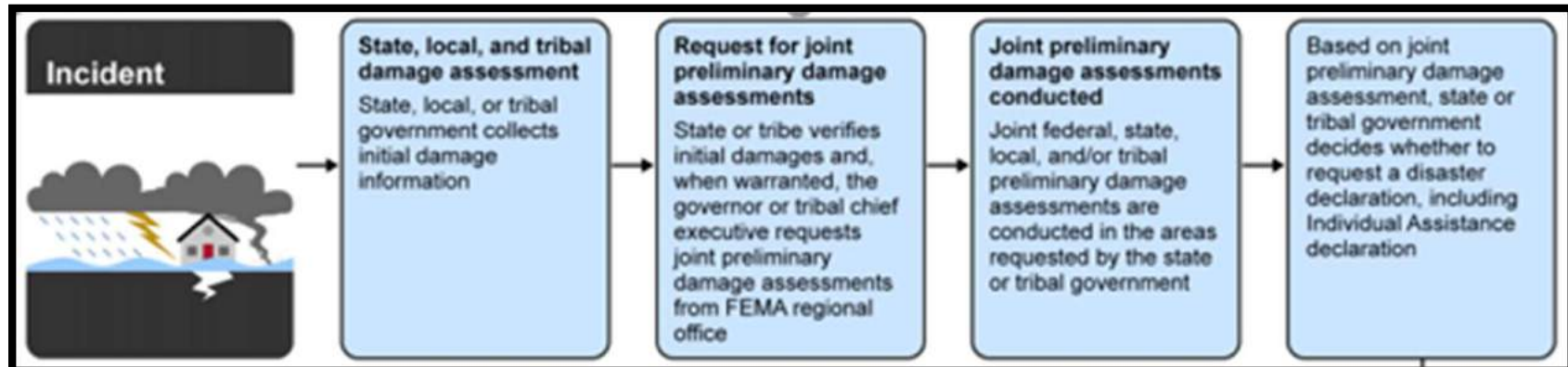




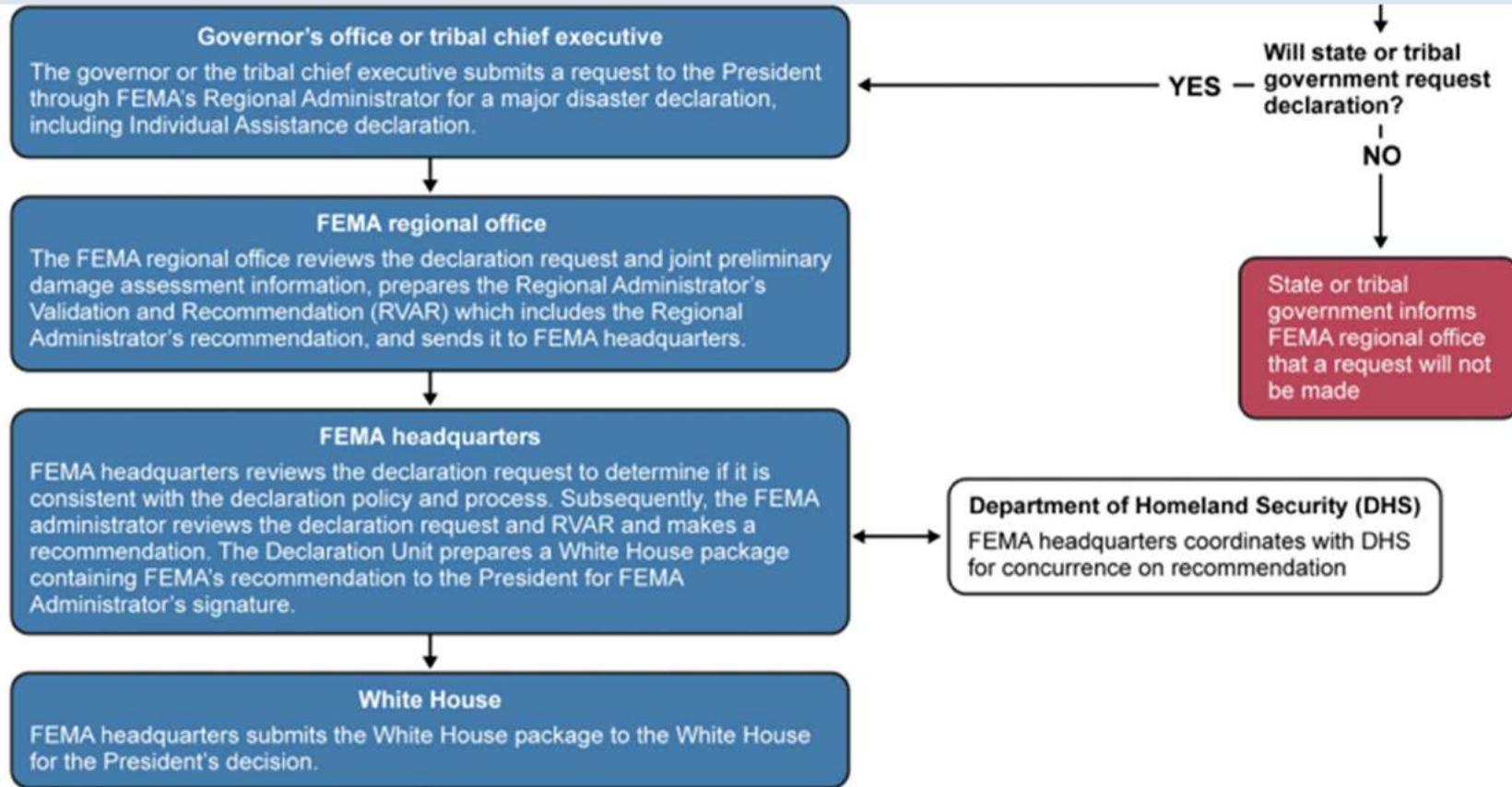
Before a Disaster



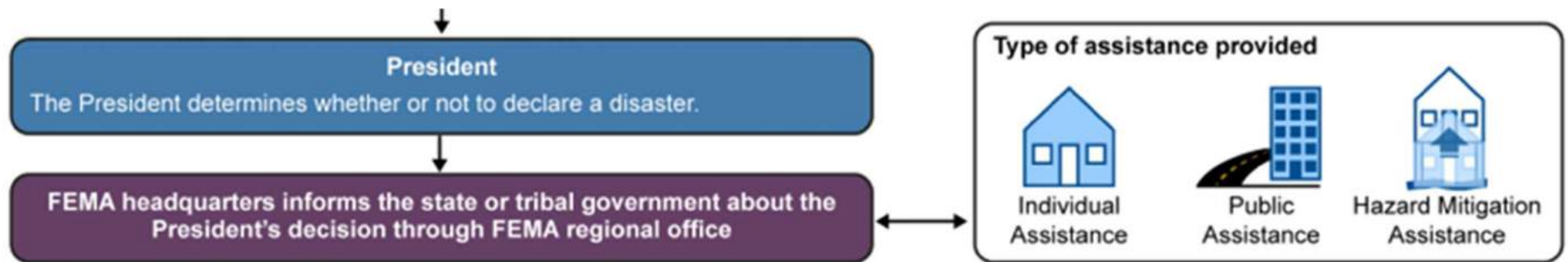
The Declaration Process



The Declaration Process



The Declaration Process



3 Phases of Disaster Contracting

There are three (3) phases of disaster contracting that take place.

1. Response (1-30 days)
2. Recovery (30+days)
3. Long Term Recovery (beyond 90 days)

3 Phases of Disaster Contracting

Phase 1 - Response

Response (1-30 days), The Response phase can include activities to meet basic human needs such as Joint Field Office setup, Search and Rescue support, Individual Assistance support and Public Assistance support.

3 Phases of Disaster Contracting

Phase 2 – Recovery

Recovery (30+days). The Recovery phase includes efforts to return communities back to self-sufficiency such as Housing and Medical support.

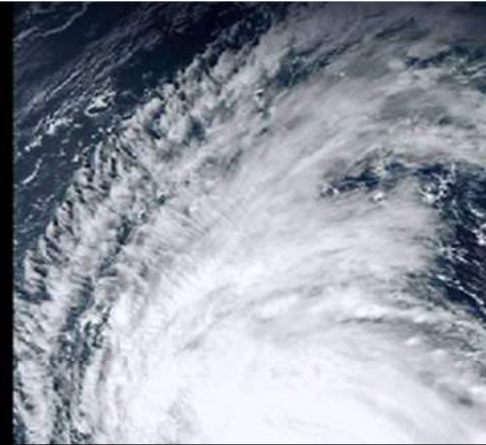
3 Phases of Disaster Contracting

Phase 3 – Long Term Recovery

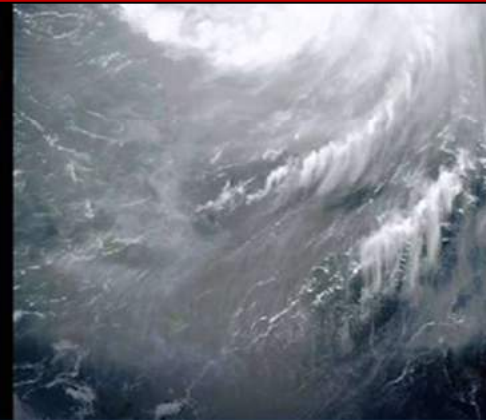
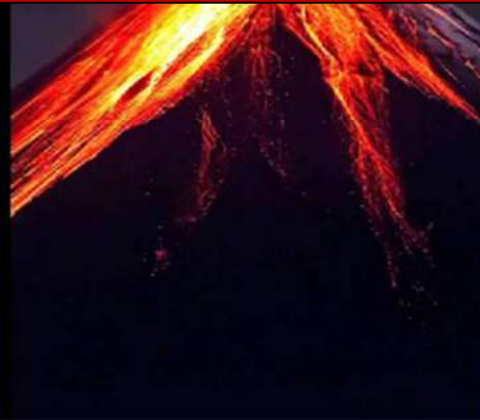
Long Term Recovery (beyond 90 days), Long-Term Recovery is established when the needs of the community and individuals extend beyond the initial 30 to 90 days.

Identify Your Market in a Disaster

- 1. Neighbors, Consumers, & Residents**
- 2. Insurance Companies**
- 3. Businesses**
- 4. Subcontractor Opportunities**
- 5. Non-profits**
- 6. Government – Local First**
 1. City
 2. County
 3. State
 4. Federal

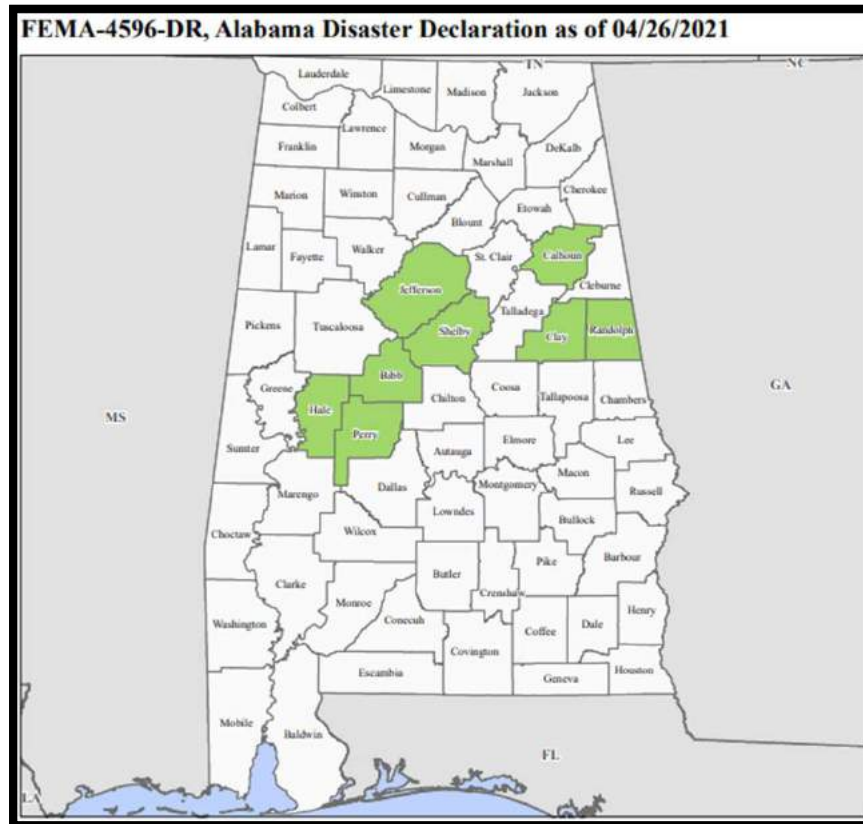


Disaster Declared



FEMA -4596-DR, Alabama Disaster

- Calhoun (County)
- Clay (County)
- Hale (County)
- Jefferson (County)
- Perry (County)
- Randolph (County)
- Shelby (County)





How to Volunteer

- **How do you Volunteer and Donate?**
 - <https://www.fema.gov/disasters/volunteer-donate>
 - You can also email the FEMA Donations Unit for answers to your specific questions or to make an in-kind donation. FEMA-Donations-MGT@fema.dhs.gov



<https://www.nvoad.org>



JOIN THE MOVEMENT!

National VOAD members are responding to disasters across the country. Here you will find all the information that you need to volunteer and donate to help the **#VOADMovement**

VOLUNTEER

DONATE

Donate



How to Volunteer

- How do you Volunteer?

- <https://www.nvoad.org/volunteer/>

- There are 73 organizations.

- National VOAD members respond to disasters in the United States and around the world. Register with a National VOAD member to volunteer. Find a complete list of National VOAD members.

- Just a friendly reminder to please BE PATIENT. You will be contacted once NVOAD has had an opportunity to assess the damage and identify unmet needs.



Do NOT Self Deploy!!

- Seeing images of disaster may compel you to head to the impacted area. Don't underestimate the complexity of working in a disaster area. **Until a need has been identified and the local community impacted has requested support, volunteers should not enter.**
- **Be sure to affiliate with existing voluntary organization** before coming to the disaster area, and that organization has been asked to respond.
- **Wait until it is safe to travel to volunteer sites and opportunities have been identified.**
- **Once assigned a position, make sure you have been given an assignment and are wearing proper safety gear for the task.**
- **Be patient.** Recovery lasts a lot longer than the media attention. There will be volunteer needs for many months, often years, after the disaster – especially when the community enters the long-term recovery period.

SCAM ALERT

How to avoid fraud and scams

- **Disaster Fraud**

- After a disaster, scam artists, identity thieves, and other criminals often attempt to take advantage of disaster survivors. We encourage survivors to watch for and report any suspicious activity.
- If you're unsure if someone is truly a FEMA representative, call FEMA directly at 1-800-621-3362.

How to avoid fraud and scams

- **Scam Examples**

- Fraudsters may initiate contact by phone, mail, email, text, or in person.
- Phony property inspectors or building contractors may go to the victim's home and tell them it is unsafe, or they may create damage in order to get the work.
- Unlicensed contractors or outright scammers may demand payment upfront but not do or finish the work, or they may charge over-inflated prices.
- Fake Charities
- Use stolen identity to request aid from FEMA

How to Avoid Being Scammed!

1. Be wary of **telemarketing firms**.
2. **Lookout for wolves in sheep's clothing.**
 - Email: Check the extension on the email.
Official government correspondence will typically come from a .gov domain.
Example FEMA-SB@fema.dhs.gov .
 - Websites: Look for **.gov** extension.
3. When in doubt, contact your local Procurement Technical Assistance Center.



How to avoid fraud and scams

- Here are a few ways you can report disaster fraud immediately.

FEMA-OCSO-Tipline@fema.dhs.gov

1-866-223-0814 (phone)

202-212-4916 (fax)

FEMA Fraud Investigations and Inspections Division

400 C Street SW

Suite 7SW-1009

Mail Stop 3005

Washington D.C., 20472

How to avoid fraud and scams

- **Other Ways to Report Fraud**

- You can also report fraud to Department of Homeland Security's Office of the Inspector General, or the Department of Justice (DOJ) Fraud Hotline.
 - <https://www.oig.dhs.gov/>
 - <https://www.justice.gov/disaster-fraud>
- U.S. Department of Justice, National Center for Disaster Fraud (NCDF)
Phone: 866-720-5721
Complaint Form <https://www.justice.gov/disaster-fraud/ncdf-disaster-complaint-form>
- U.S. Mail:
National Center for Disaster Fraud
Baton Rouge, LA 70821-4909
Washington D.C., 20472

Stop Spreading Those Rumors Around Follow FEMA on Twitter

<https://twitter.com/fema>

FEMA @fema

16K Tweets 684 Following 745K Followers 3,269 Likes 20 Lists 8 Moments Following

FEMA @fema

Our story of supporting citizens & first responders before, during, and after emergencies. For emergencies, call your local fire/EMS/police or 9-1-1.

United States
fema.gov
Joined October 2008

[Tweet to FEMA](#)

Suggested

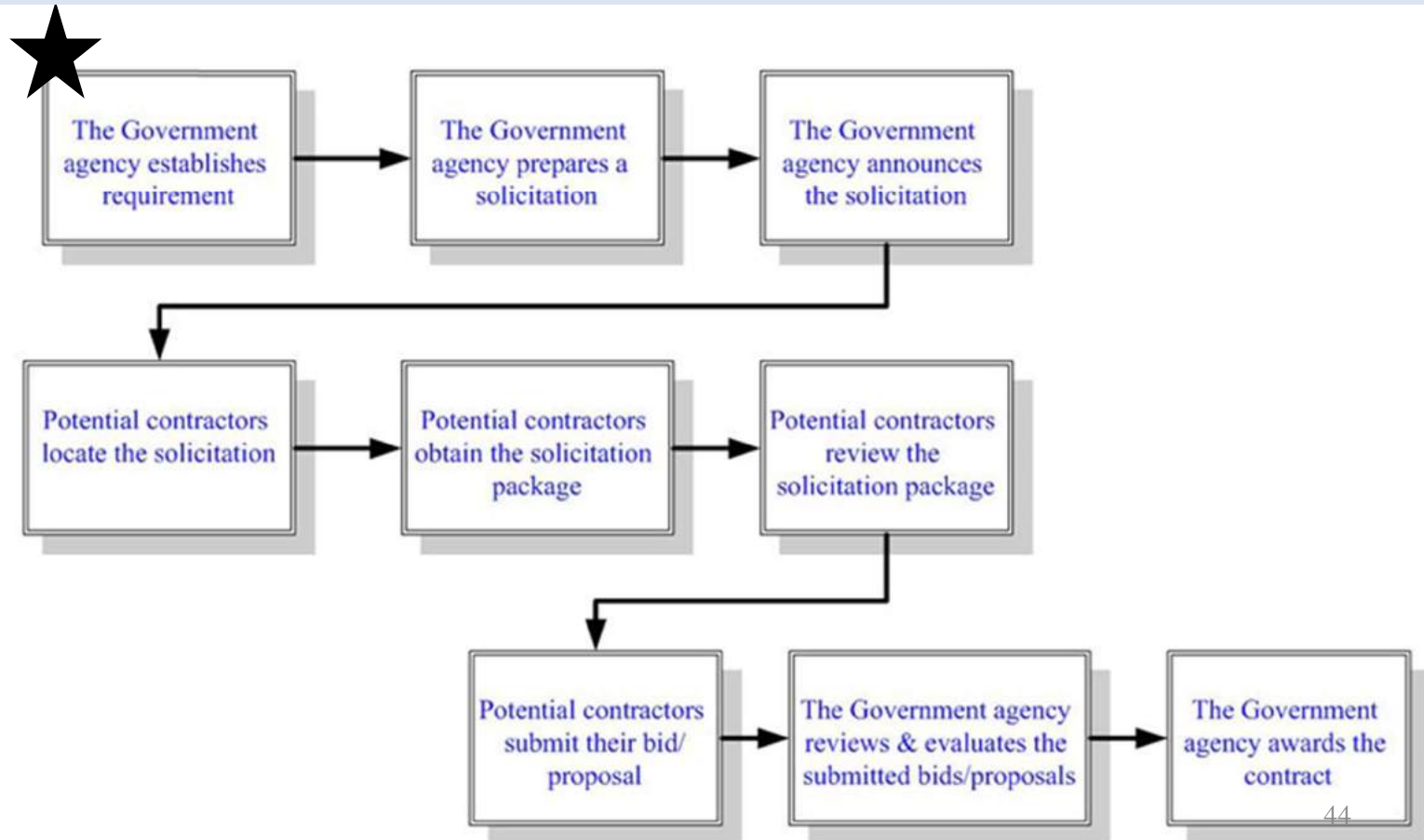
- American Red Cross** @RedCross
The official account of the American Red Cross.
- U.S. Dept of Defense** @DeptofDefense
The official account of the U.S. Department of Defense. Following, RTs, links, and likes = endorsement.
- HHS.gov** @HHSGov
News and information from the U.S. Department of Health & Human Services (HHS). Privacy policy:

The background of the slide is a black field filled with numerous US dollar bills of various denominations, including \$100, \$50, and \$20 bills, appearing to fall or float in the air. The bills are scattered across the entire page, creating a sense of abundance and financial activity.

The Acquisition Process

How FEMA develops acquisition packages to solicit vendors.

Acquisition Process

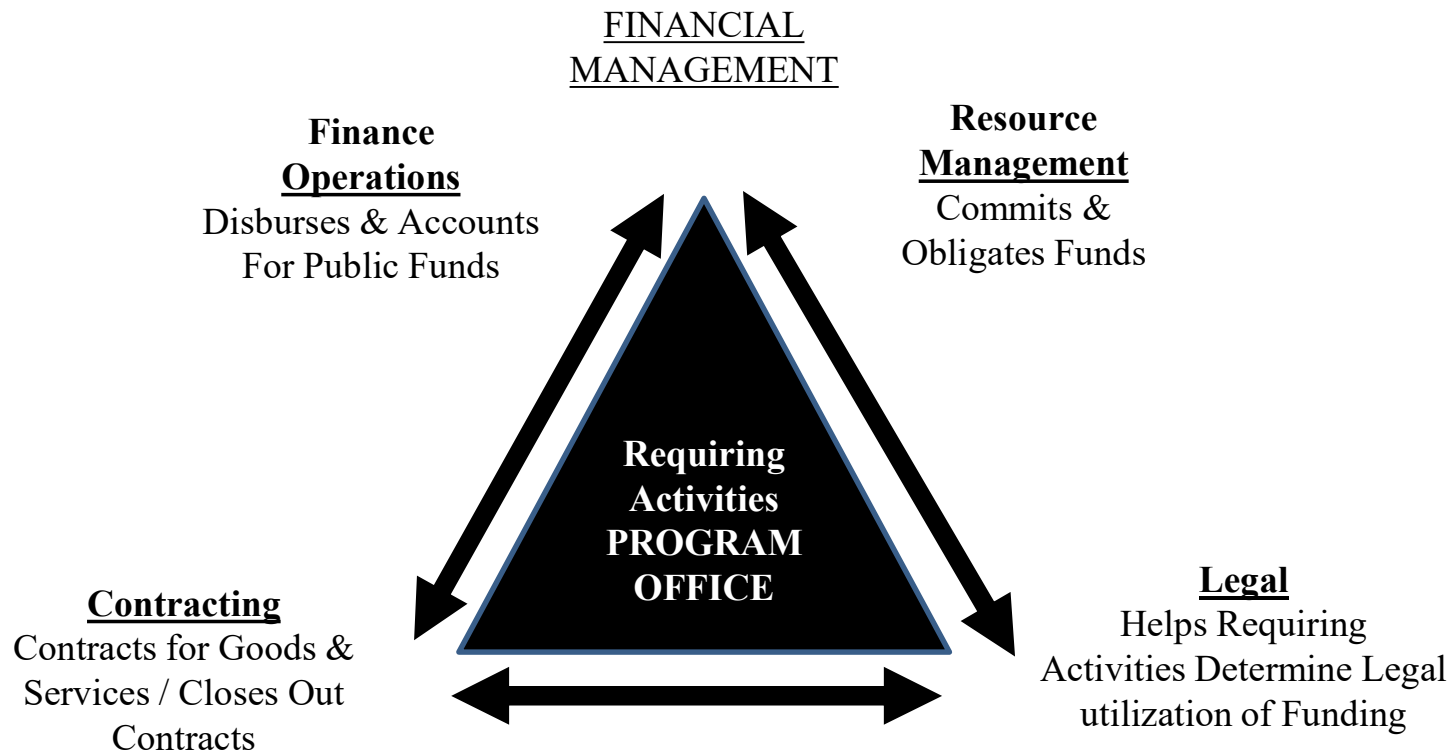


FEMA Develops Acquisition Packages

- Acquisition Process
- The Fiscal Triad.
 - The Requiring Activity also known as the Program Office.
 - Financial Management.
 - Legal.
 - Contracting
 - Contract Specialist
 - Contracting officer
- FEMA Develops Acquisition Packages

The Fiscal Triad

Legally-Binding Process that Governs the Procurement Process



Requiring Activity also known as the Program Office

Requiring activities is responsible for formulating their requirements for acquisitions.

- Supplies
- Services
- Construction
- Non-commercial items



Financial Management

Finance Operations & Resource Management is a team:

Financial Management is comprehensive in scope, from developing and analyzing funding requirements, distributing available funds, executing and maintaining controls and auditable records, and producing internal management and external accounting reports. This involves establishing a responsive and realistic requirements process and inculcating a cost culture that incentivizes good stewardship.

- **Is funding there?**
- **Can they find the funding?**
- **Approve funding.**



Legal

The legal office is a set of attorneys, usually one attorney that will be assigned the solicitation and contract to review to be a checks and balance. \$500,000 and above.

- Are all the documents & approvals completed.
- Review what is being requested.
- Review of the Provisions & Clauses.
- Fiscal Law – is the funding available and color of money.

Contracting

1. **Contract Specialist** – reviews the acquisition package from the requiring activity. Develops solicitation.
2. **Contracting Officer** - have authority to enter into, administer, or terminate contracts and make related determinations and findings. Contracting officers may bind the Government only to the extent of the authority delegated to them.
 - **No contract shall be entered into unless the contracting officer ensures that all requirements of law, executive orders, regulations, and all other applicable procedures, including clearances and approvals, have been met.**

Requiring Activities must understand the Dollar Threshold

Micro-Purchase Threshold (FAR Subpart 2.101)

- Supplies - \$10,000
- Services - \$2,500
- Construction - \$2,000

Simplified Acquisitions Threshold

- Micro-Purchase Threshold - \$250,000

Above Simplified Acquisitions Threshold

- \$250,000 and above



Disasters can change the Dollar Threshold If Approved

Micro-Purchase Threshold (FAR Subpart 2.101)

- Supplies - \$10,000
- Services - \$2,500
- Construction - \$2,000

Changed to \$20,000

Simplified Acquisitions Threshold

- Micro-Purchase Threshold - \$250,000

Changed to \$750,000



Top Supplies and Services

Infant/Toddler Products*

Plastic Sheeting

Tarps

Blankets

Comfort/ Hygiene Kits

Water

Meals

Forklift Rentals

Mobile Homes Units

Durable Medical Equipment Kits*

Cargo Vans

Security Guard Services

Generators

Cots

Joint Field Office Kit

Leased Copiers

Leased Generators

Recreational Vehicle

Consumable Medical Supplies
Kits*

Office Supplies

Shredded Bins

Portable Toilets

Sign Language

Temporary Labor

Janitorial Services

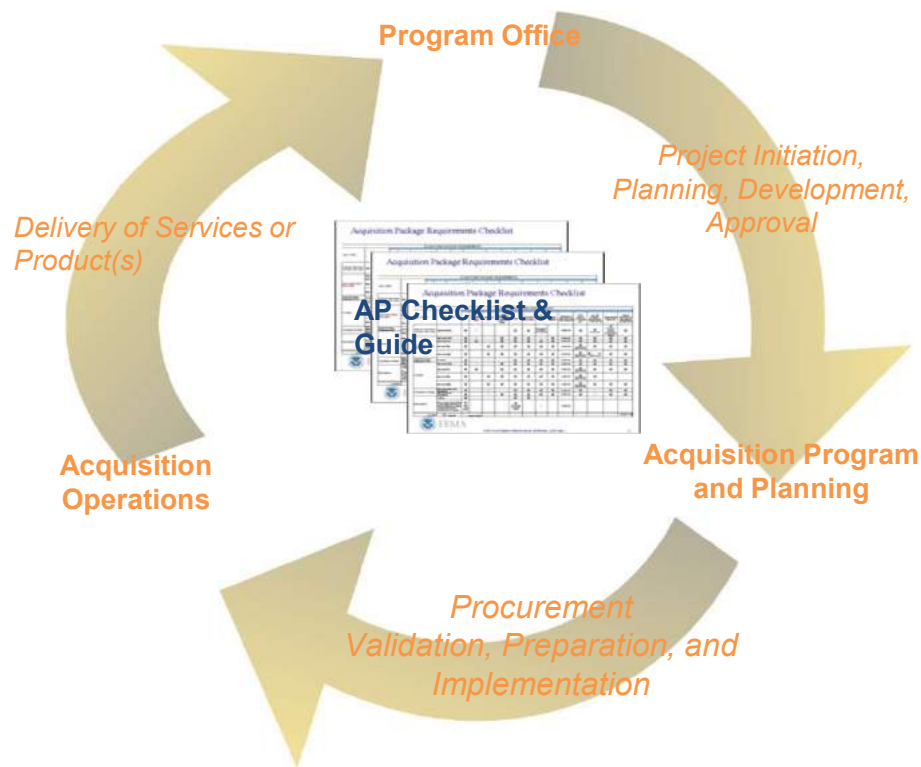
Light Tower Rentals

Lease Property

A close-up photograph of a stack of colorful folders (yellow, blue, orange) with various colored tabs (green, blue, pink, brown, white) protruding from the edges. The folders are stacked on a wooden surface. A semi-transparent light blue banner is overlaid across the middle of the image, containing the title text.

FEMA Acquisition Packages

PR Package Roles and Responsibilities



- The Program Office (PO) also **known as the requiring activity** is responsible for creating the PR Package documents.
- The assigned Portfolio Manager (**PfM**) and Contracting Officer (**CO**)/Contract Specialist (**CS**) will assist the PO

Acquisition Documents Required

DHS Acquisition Manual

In accordance with *HSAM 3004.7101*, at a minimum, the following documentation is required when submitting an PR Package:

1. Certified Funds / Requisition Document (**FEMA-146**)
2. Statement of Work (**SOW**) / Performance Work Statement (**PWS**) / Statement of Objectives (**SOO**)
3. Quality Assurance Surveillance Plan (**QASP**) → if using PWS or SOO
4. Market Research Documentation / Market Research Report (**MRR**)

Acquisition Documents Required

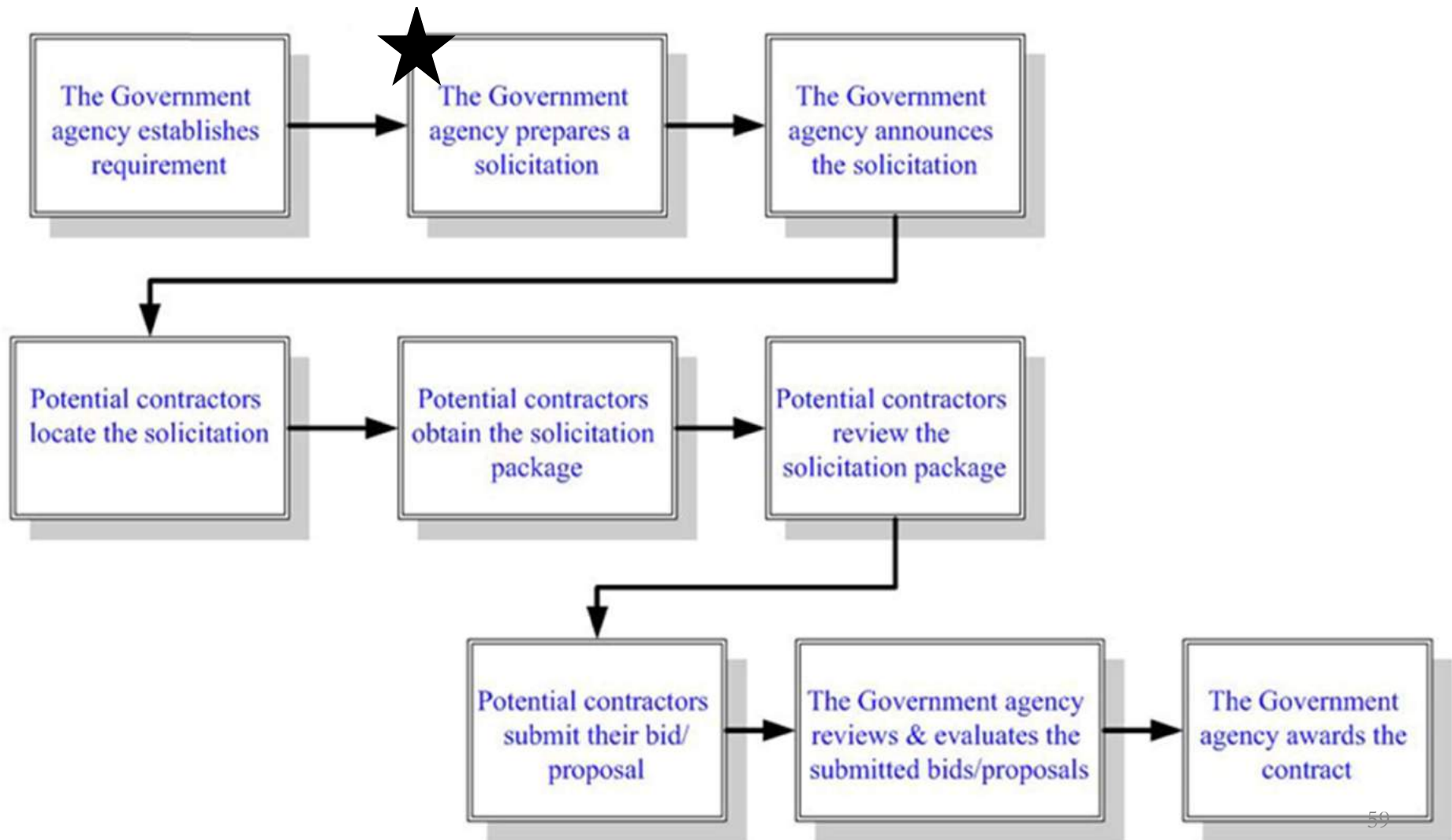
DHS Acquisition Manual (Cont.)


5. Inherently Governmental and Critical Functions (**IGCF**) Analysis
6. Independent Government Cost Estimate (**IGCE**)
7. Acquisition Planning Forecast System (**APFS**) Record – over \$250k
8. Acquisition Plan (**AP**) – Threshold & Contract Type Dependent
9. Evaluation Criteria/Factors → groundwork for Technical Evaluation Plan (**TEP**) or Source Selection Plan (**SSP**)
10. COR Nomination Package – Over \$250k
11. HSAM Appendix G, Checklist for Sensitive Information

Acquisition Documents Required

DHS Acquisition Manual (Cont.)

12. Justification and Approval for other than Full and Open Competition (**J&A**), Limited Source Justification (**LSJ**), Brand Name Justification (**BNJ**), Justification / Exception to Fair Opportunity
13. Section 508 Requirements
14. Section 504 Requirements
15. Information Technology Acquisition Review (**ITAR**) Approval
16. DHS Strategic Sourcing Waiver **or** Exception Form
17. Procurement Strategy Roadmap (**PSR**) \$25M plus





The Federal Acquisition Regulation regarding
the emergency declaration or
major disaster declaration
as well as unusual and compelling urgency

The Federal Acquisition Regulation

[FAR Subpart 26.2 Disaster or Emergency Assistance Activities](#)

This subpart implements the Robert T. Stafford Disaster Relief and Emergency Assistance Act (42 U.S.C. 5150), which provides a preference for local organizations, firms, and individuals when contracting for major disaster or emergency assistance activities.

26.201 -- Definitions.

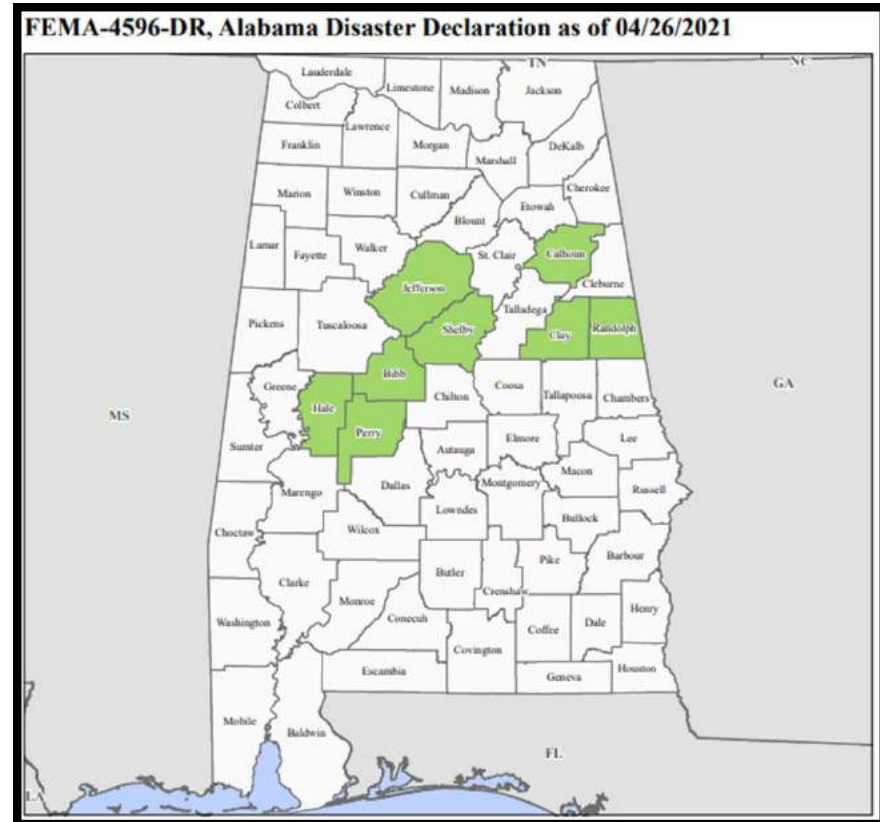
“Emergency response contract” means a contract with private entities that supports assistance activities in a major disaster or emergency area, such as debris clearance, distribution of supplies, or reconstruction.

“Local firm” means a private organization, firm, or individual residing or doing business primarily in a major disaster or emergency area.

“Major disaster or emergency area” means the area included in the official Presidential declaration(s) and any additional areas identified by the Department of Homeland Security. Major disaster declarations and emergency declarations are published in the Federal Register and are available at <http://www.fema.gov/news/disasters.fema>.

Local Area Set-Aside Visual

- Calhoun (County)
 - Clay (County)
 - Hale (County)
 - Jefferson (County)
 - Perry (County)
 - Randolph (County)
 - Shelby (County)
-
- HSAR 3006.302-270 Unusual and compelling urgency (NTE 150 days)
 - Local Area Set-Aside
 - Justification for expenditures to other than local firms



The Homeland Security Acquisition Regulation

3006.302-270 Unusual and compelling urgency.

(d)(1)(iii) For contract awards to facilitate the response to or recovery from a natural disaster, act of terrorism, or other man-made disaster, that relies on this exception, the period of performance shall be limited to the minimum period necessary to meet the urgent and compelling requirements of the work to be performed and to enter into another contract for the required goods or services through the use of competitive procedures, but in no event shall the period of performance exceed 150 days, unless the Head of the Contracting Activity (or higher approval authority if required by (FAR) 48 CFR 6.304 or DHS procedures) determines that exceptional circumstances apply, approving the justification as set forth in (HSAR) 48 CFR [3006.304](#). The limitation on the period of performance applies to contracts awarded in response to, or to recovery from:

The Federal Acquisition Regulation

FAR Subpart 6.202 Establishing or maintaining alternative sources.

(a) Agencies may exclude a particular source from a contract action in order to establish or maintain an alternative source or sources for the supplies or services being acquired if the agency head determines that to do so would-

(2) Be in the interest of national defense in having a facility (or a producer, manufacturer, or other supplier) available for furnishing the supplies or services in case of a national emergency or industrial mobilization;

(6) Satisfy a critical need for medical, safety, or emergency supplies.

Advanced Contracting for Goods and Services

<https://www.fema.gov/businesses-organizations/doing-business/advanced-contracts>

Strategic Sourcing

<https://www.dhs.gov/department-wide-contract-vehicles>

Advanced Contracting for Goods and Services

FEMA Advance Contracts for goods and services are competed and awarded in advance of major disaster declarations to provide efficient, cost-effective means for rapid delivery of supplies and services for recurring disaster response and recovery requirements.

Search the Complete List of FEMA Advance Contracts

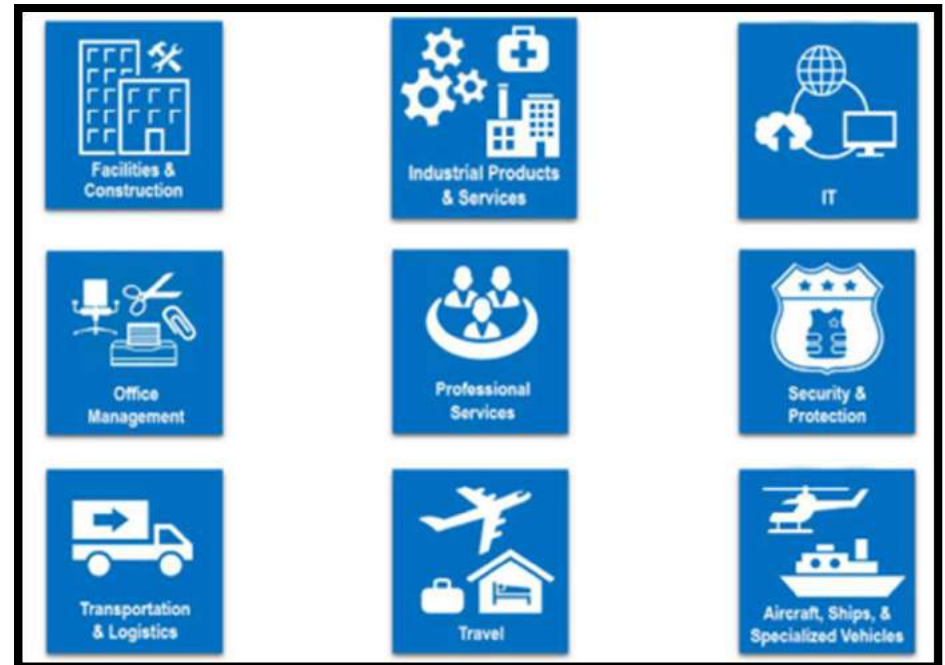
In FY2021, FEMA has 89 advanced contracts in 46 mission-essential areas.

<https://www.fema.gov/businesses-organizations/doing-business/advanced-contracts>

Strategic Sourcing Contract Vehicles by Category

- Facilities & Construction
- Industrial Products
- Information Technology (IT)
- Office Management
- Professional Services
- Security & Protection
- Transportation & Logistics
- Travel
- Aircraft, Ships, & Specialized Vehicles

To contact us regarding current and in-process Department-wide contract vehicles, please email SSOInquiry@hq.dhs.gov



The Federal Acquisition Regulation

6.208 Set-asides for local firms during a major disaster or emergency.

(a) To fulfill the statutory requirements relating to 42 U.S.C. 5150, contracting officers may set aside solicitations to allow only offerors residing or doing business primarily in the area affected by such major disaster or emergency to compete (see subpart 26.2).

(b) No separate justification or determination and findings is required under this part to set aside a contract action. The set-aside area specified by the contracting officer shall be a geographic area within the area identified in a Presidential declaration(s) of major disaster or emergency and any additional geographic areas identified by the Department of Homeland Security.

The Federal Acquisition Regulation

26.202 -- Local Area Preference.

When awarding emergency response contracts during the term of a major disaster or emergency declaration by the President of the United States under the authority of the Robert T. Stafford Disaster Relief and Emergency Assistance Act (42 U.S.C.5121, et seq.), preference shall be given, to the extent feasible and practicable, to local firms. Preference may be given through a local area set-aside or an evaluation preference.

26.202-1 -- Local Area Set-aside.

The contracting officer may set-aside solicitations to allow only local firms within a specific geographic area to compete (see [6.208](#)).

- (a) The contracting officer, in consultation with the requirements office, shall define the specific geographic area for the local set-aside.
- (b) A major disaster or emergency area may span counties in several contiguous States. The set-aside area need not include all the counties in the declared disaster/emergency area(s), but cannot go outside it.
- (c) The contracting officer shall also determine whether a local area set-aside should be further restricted to small business concerns in the set-aside area (see [Part 19](#)).

26.202-2 -- Evaluation Preference.

The contracting officer may use an evaluation preference, when authorized in agency regulations or procedures.

The Federal Acquisition Regulation

26.203 Transition of work.

(a) In anticipation of potential emergency response requirements, agencies involved in response planning should consider awarding emergency response contracts before a major disaster or emergency occurs to ensure immediate response and relief. These contracts should be structured to respond to immediate emergency response needs, and should not be structured in any way that may inhibit the transition of emergency response work to local firms (e.g., unnecessarily broad scopes of work or long periods of performance).

(b) 42U.S.C.5 150(b)(2) requires that agencies performing response, relief, and reconstruction activities transition to local firms any work performed under contracts in effect on the date on which the President declares a major disaster or emergency, unless the head of such agency determines in writing that it is not feasible or practicable. This determination may be made on an individual contract or class basis. The written determination shall be prepared within a reasonable time given the circumstances of the emergency.

The Federal Acquisition Regulation

26.203 Transition of work.

(c) In effecting the transition, agencies are not required to terminate or renegotiate existing contracts. Agencies should transition the work at the earliest practical opportunity after consideration of the following:

- (1) The potential duration of the disaster or emergency.
 - (2) The severity of the disaster or emergency.
 - (3) The scope and structure of the existing contract, including its period of performance and the milestone(s) at which a transition is reasonable (e.g., before exercising an option).
 - (4) The potential impact of a transition, including safety, national defense, and mobilization.
 - (5) The expected availability of qualified local offerors who can provide the products or services at a reasonable price.
- (d) The agency shall transition the work to local firms using the local area set-aside identified in 26.202-1.

Solicitation Provisions or Clauses to Look For

- **52.226-3** Disaster or Emergency Area Representation
- **52.226-4** Notice of Disaster or Emergency Area Set-aside
- **52.226-5** Restrictions on Subcontracting Outside Disaster or Emergency Area

52.226-3 Disaster or Emergency Area Representation

(a) Set-aside area. The area covered in this contract is: _____ [*Contracting Officer to fill in with definite geographic boundaries.*]

(b) Representations. The offeror represents that it ___ does ___ does not reside or primarily do business in the set-aside area.

(c) An offeror is considered to be residing or primarily doing business in the set-aside area if, during the last twelve months -

(1) The offeror had its main operating office in the area; and

(2) That office generated at least half of the offeror's gross revenues and employed at least half of the offeror's permanent employees.

(d) If the offeror does not meet the criteria in paragraph (c) of this provision, factors to be considered in determining whether an offeror resides or primarily does business in the set-aside area include -

52.226-3 Disaster or Emergency Area Representation

- (1) Physical location(s) of the offeror's permanent office(s) and date any office in the set-aside area(s) was established;
 - (2) Current [state](#) licenses;
 - (3) Record of past [work](#) in the set-aside area(s) (e.g., how much and for how long);
 - (4) Contractual history the offeror has had with [subcontractors](#) and/or suppliers in the set-aside area;
 - (5) Percentage of the offeror's gross revenues attributable to [work performed](#) in the set-aside area;
 - (6) Number of permanent [employees](#) the offeror employs in the set-aside area;
 - (7) Membership in local and [state](#) organizations in the set-aside area; and
 - (8) Other evidence that establishes the offeror resides or primarily does business in the set-aside area. For example, sole proprietorships may submit utility bills and bank statements.
- (e) If the offeror represents it resides or primarily does business in the set-aside area, the offeror shall furnish documentation to support its representation if requested by the Contracting Officer. The solicitation may require the offeror to submit with its offer documentation to support the representation.

52.226-4 Notice of Disaster or Emergency Area Set-aside

NOTICE OF DISASTER OR EMERGENCY AREA SET-ASIDE (NOV 2007)

(a) *Set-aside area.* Offers are solicited only from businesses residing or primarily doing business in _____ [*Contracting Officer to fill in with definite geographic boundaries.*] Offers received from other businesses shall not be considered.

(b) This set-aside is in addition to any small business set-aside contained in this contract.

52.226-5 Restrictions on Subcontracting Outside Disaster or Emergency Area

(a) **Definitions.** The [definitions](#) of the following terms used in this clause are found in the Small Business Administration regulations at [13 CFR 125.6\(e\)](#): cost of the contract, cost of contract performance incurred for personnel, cost of manufacturing, cost of [materials](#), personnel, and subcontracting.

(b) The Contractor agrees that in performance of the contract in the case of a contract for -

(1) **Services (except construction).** At least 50 percent of the cost of contract performance incurred for personnel shall be expended for [employees](#) of the Contractor or [employees](#) of other businesses residing or primarily doing business in the clause at [FAR 52.226 - 4](#), Notice of Disaster or Emergency Area Set-Aside;

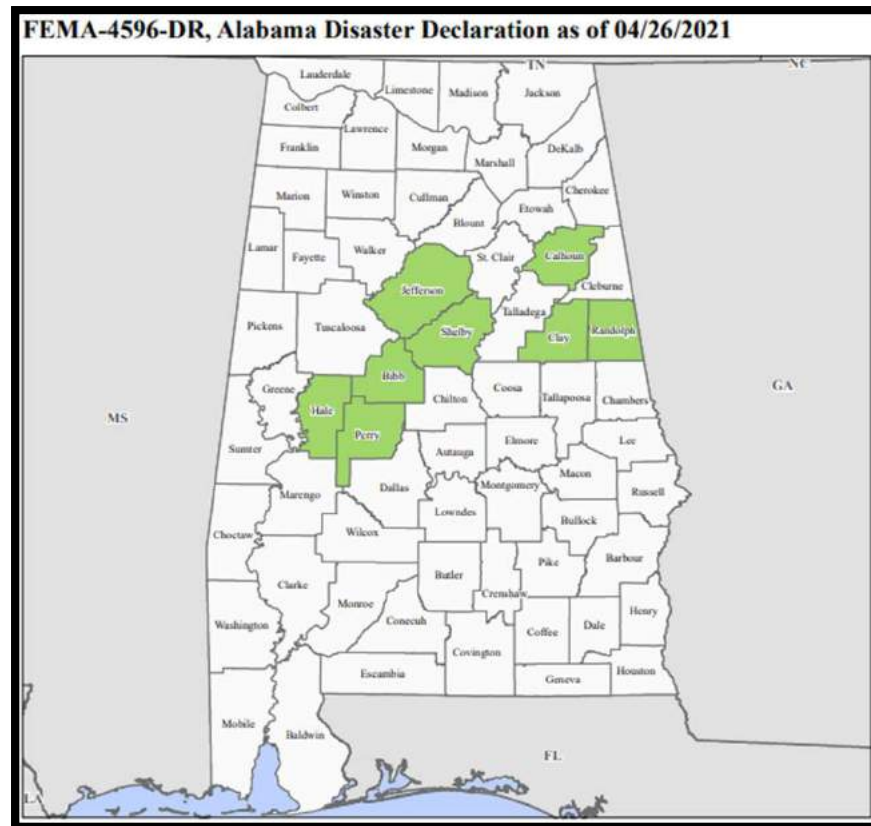
(2) **Supplies (other than procurement from a nonmanufacturer of such supplies).** The Contractor or [employees](#) of other businesses residing or primarily doing business in the set-aside area shall perform [work](#) for at least 50 percent of the cost of manufacturing the [supplies](#), not including the cost of [materials](#);

(3) **General construction.** The Contractor will perform at least 15 percent of the cost of the contract, not including the cost of [materials](#), with its own [employees](#) or [employees](#) of other businesses residing or primarily doing business in the set-aside area; or

(4) **Construction by special trade Contractors.** The Contractor will perform at least 25 percent of the cost of the contract, not including the cost of [materials](#), with its own [employees](#) or [employees](#) of other businesses residing or primarily doing business in the set-aside area.

What if a business cannot support the Local Area Set-Aside Visual?

- Calhoun (County)
- Clay (County)
- Hale (County)
- Jefferson (County)
- Perry (County)
- Randolph (County)
- Shelby (County)

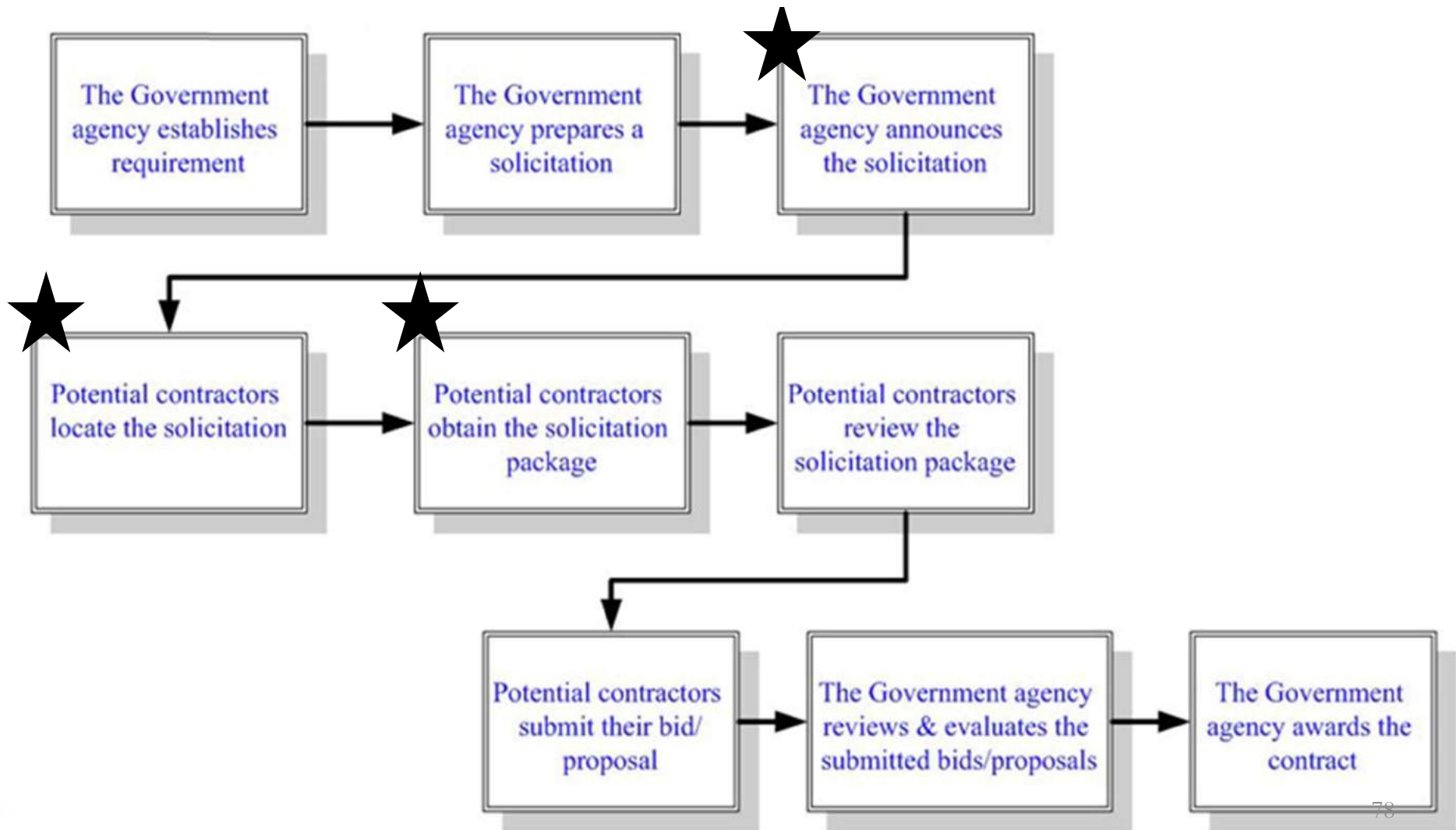


The Federal Acquisition Regulation

26.204 Justification for expenditures to other than local firms.

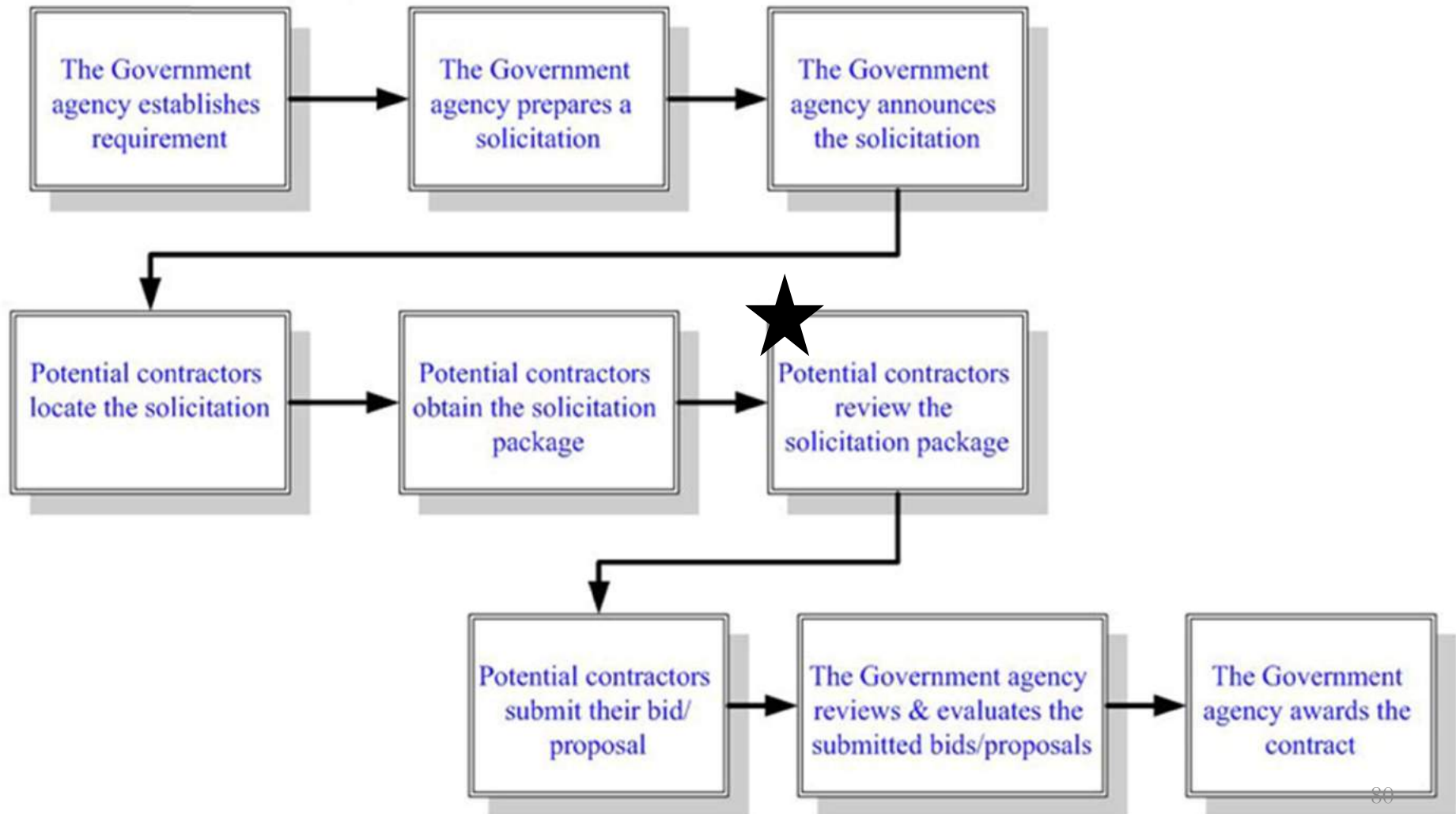
(a) [42U.S.C .5150\(b\)\(1\)](#) requires that, subsequent to any Presidential declaration of a major disaster or emergency, any expenditure of Federal funds, **under an emergency response contract not awarded to a local firm, must be justified in writing in the contract file**. The justification should include consideration for the scope of the major disaster or emergency and the immediate requirements or needs of supplies and services to ensure life is protected, victims are cared for, and property is protected.

(b) The justification may be made on an individual or class basis. The contracting officer approves the justification.



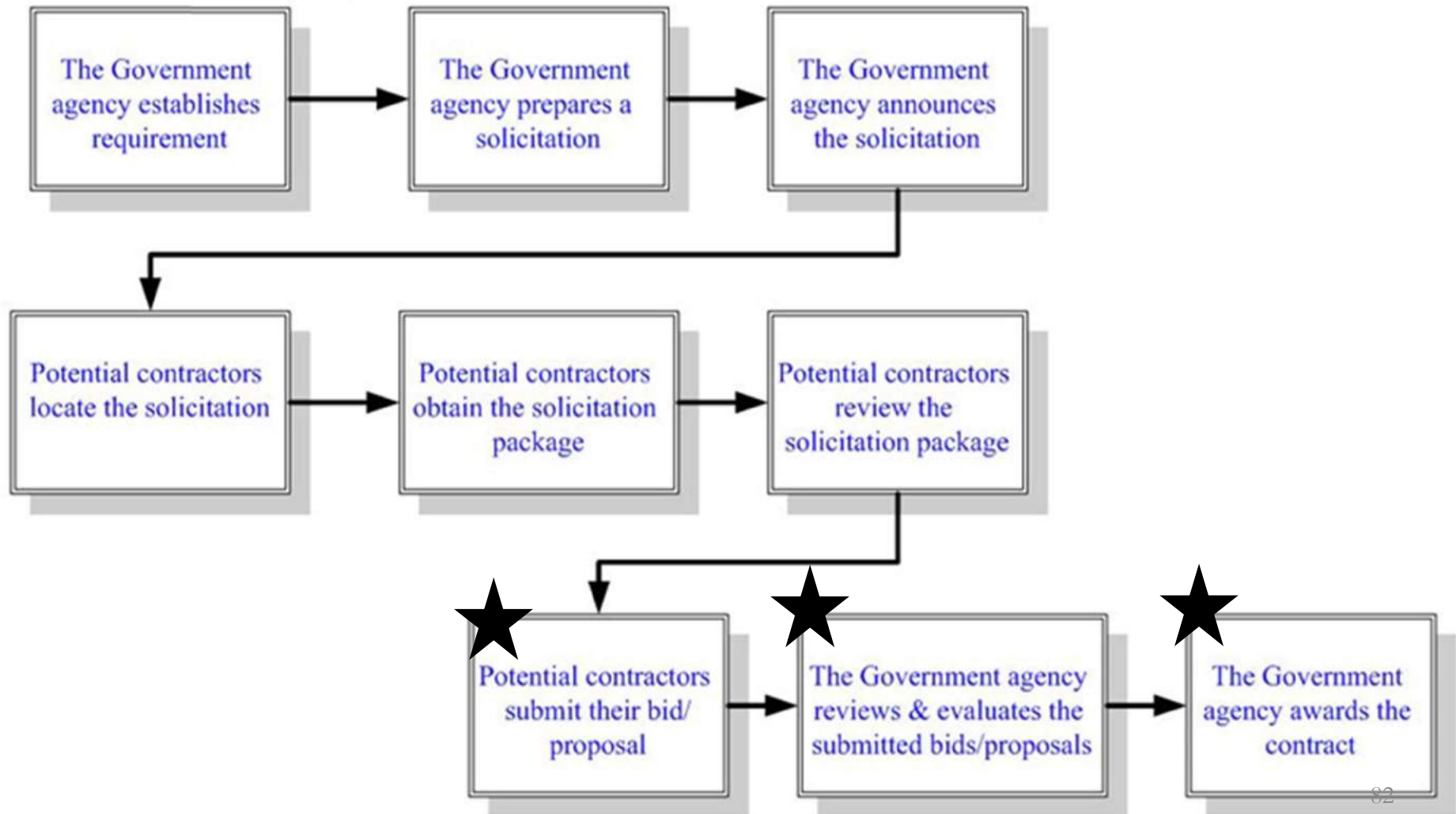
Announcing the Solicitation

- Monitor Fedbizopps; which was FBO and is now beta.sam
 - <https://beta.sam.gov/content/opportunities>
- Register and monitor Unison Global (FedBid)
 - <https://marketplace.unisonglobal.com/>
 - Reverse auction site
- Check out the DHS acquisition forecast at
 - <http://apfs.dhs.gov/> -
- Accept government purchase cards and indicate in vendor profile and marketing collateral.
- Connect with primes and local agencies for subcontracting opportunities.



Solicitation Provisions or Clauses to Look For

- **52.212-1** Instructions to Offerors-Commercial Items
- **52.212-2** Evaluation-Commercial Items
- **52.216-1** Type of Contract, in a solicitation unless it is for - (a)
A fixed-price acquisition made under simplified acquisition procedure.
- **52.219** - Small Business Programs – Look for the set-aside
- **52.226-3** Disaster or Emergency Area Representation
- **52.226-4** Notice of Disaster or Emergency Area Set-aside
- **52.226-5** Restrictions on Subcontracting Outside Disaster or Emergency Area



Which agencies support FEMA during an emergency declaration or major disaster declaration

1. Neighbors, Consumers, & Residents
2. Insurance Companies
3. Non-profits
4. Businesses
5. Subcontractor Opportunities
6. Government
 1. City
 2. County
 3. State
 4. Federal

FEMA Regions



FEMA Region I

Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island, Vermont

General

877-336-2734

fema-r1-info@fema.dhs.gov

Congressional

Cheri Rolfes

Diego Alvarado

FEMA-R1-Congressional@fema.dhs.gov

Exercise Officer

Kerri-Ann Tirrell

617-694-7832

Kerri-Ann.Tirrell@fema.dhs.gov

National Hurricane and Earthquake Hazards Reduction Program

Paul Morey

617-956-7628

paul.morey@fema.dhs.gov

News Desk

617-956-7547

fema-r1-info@fema.dhs.gov

FEMA Integration Team (FIT); Tribal Liaison

Regina Marotto

202.709.0782

Regina.marotto.2@fema.dhs.gov



FEMA

FEMA Region II

New Jersey, New York, Puerto Rico, Virgin Islands

General

FEMA-R2-ExternalAffairs@fema.dhs.gov

Hurricane Maria News Desk

Puerto Rico

866-366-8807

fema-newsdeskpr@fema.dhs.gov

News Desk

347-416-3792

FEMA-R2-ExternalAffairs@fema.dhs.gov



FEMA

FEMA Region III

Delaware, Maryland, Pennsylvania, Virginia, District of Columbia, West Virginia

General

215-931-5500

Congressional

267-546-6419

FEMA-R3-CongQ@fema.dhs.gov

Exercise Officer

Patricia Gardner

202-329-7573

Patricia.Gardner2@fema.dhs.gov

Grants

FEMA-R3-Grants-Division@fema.dhs.gov

News Desk

215-931-5597

FEMAR3NewsDesk@fema.dhs.gov

Private Sector

Melissa Wiehenstroer

202-568-4391

Melissa.Wiehenstroer@fema.dhs.gov

Tribal Affairs

David Thomason

215-931-5706

David.Thomason@fema.dhs.gov



FEMA

FEMA Region IV

Alabama, Florida, Georgia, Kentucky, Mississippi, North Carolina, South Carolina, Tennessee

General

770-220-5200

fema-r4-external-affairs@fema.dhs.gov

Exercise Officer

Neil Anderson

202-802-2688

neil.anderson@fema.dhs.gov

FOIA

Mary Barnes

770-220-5482

Mary.Barnes@fema.dhs.gov

National Earthquake Hazards Reduction Program

Noriko Kibble

770-220-8870

Noriko.Boston@fema.dhs.gov

News Desk

770-220-5226

fema-r4-external-affairs@fema.dhs.gov

Technological Hazards

Randall Hecht

randall.hecht@fema.dhs.gov

Tribal Affairs Liaison

Elisa Roper

404-683-4726

Elisa.Roper@fema.dhs.gov



FEMA

FEMA Region V

Illinois, Indiana, Michigan, Minnesota, Ohio, Wisconsin

General

312-408-5500

Congressional/Intergovernmental

Dan Shulman

312-408-4427

Dan.Shulman@fema.dhs.gov

Exercise Officer

Marc Chmielewski

312-408-4448

marc.chmielewski@fema.dhs.gov

News Desk

312-408-4455

fema-r5-news-desk@fema.dhs.gov

Technological Hazards

Sean O'Leary

Sean.Oleary@fema.dhs.gov

Tribal Affairs

Troy Christensen

312-408-5286

Troy.Christensen@fema.dhs.gov



FEMA

FEMA Region VI

Arkansas, Louisiana, New Mexico, Oklahoma, Texas

General

940-898-5399

Grants

FEMA-R6-Grants-Inquiry@fema.dhs.gov

Exercise Officer

FEMA-R6-Exercise@fema.dhs.gov

News Desk

940-898-5454

FEMA-R6-NewsDesk@fema.dhs.gov

Technological Hazards

Oscar Martinez

FEMA-R6-REPP@fema.dhs.gov

Tribal Affairs

817-403-5049

FEMA-R6-Tribal-Affairs@fema.dhs.gov



FEMA

FEMA Region VII

[Iowa](#), [Kansas](#), [Missouri](#), [Nebraska](#)

General

816-283-7061

FEMARegion7info@fema.dhs.gov

Exercise Officer

Alan Garrison

816-719-0257

Alan.Garrison@fema.dhs.gov

National Earthquake Hazards Reduction Program

Cheickh Koma

816-283-7067

Cheickh.Koma@fema.dhs.gov

News Desk

816-283-7095

Technological Hazards

Thomas Morgan

Thomas.Morgan5@fema.dhs.gov

Tribal Affairs Liaison

Sara Henry

202-256-5856

sara.henry@fema.dhs.gov



FEMA

FEMA Region VIII

Colorado, Montana, North Dakota, South Dakota, Utah, Wyoming

General

303-235-4800

Flood Insurance

303-235-4988

News Desk

303-235-4908

fema-r8newsdesk@fema.dhs.gov

Private Sector

303-235-4908

fema-r8-privatesector@fema.dhs.gov

Tribal Affairs

Carol Garcia (CO, MT, UT, WY)

Carol.Garcia@fema.dhs.gov

Cathy Bachhuber (ND, SD)

Cathy.Bachhuber@fema.dhs.gov

Exercise Officer

Andrew Batten

303-815-9986

Andrew.Batten@fema.dhs.gov



FEMA Region IX

Arizona, California, Hawaii, Nevada, Guam, American Samoa, Commonwealth of Northern Mariana Islands, Republic of Marshall Islands, Federated States of Micronesia

General

510-627-7100

Congressional Affairs

Casey De Shong

510-627-7785

Casey.Deshong@fema.dhs.gov

National Earthquake Hazards Reduction Program

Anne Rosinski

510-627-7172

Anne.Rosinski@fema.dhs.gov

Exercise Officer

Geoffrey Krueger

510-520-3546

geoffrey.krueger@fema.dhs.gov

News Desk (Public Affairs)

510-627-7006

fema-r9newsdesk@fema.dhs.gov

Private Sector

Michael Cummings

510-627-7220

Michael.Cummings@fema.dhs.gov

Technological Hazards

Johanna Johnson

Johanna.Johnson@fema.dhs.gov

Tribal Affairs Liaison

Pamela Joe

202-341-2821

pamela.joe@fema.dhs.gov



FEMA

FEMA Region X

Alaska, Idaho, Oregon, Washington

General

425-487-4600

FEMA-R10-Info@fema.dhs.gov

Alaska Area Office

425-487-4600

FEMA-R10-Info@fema.dhs.gov

Congressional Affairs

FEMA-R10-CongQ@fema.dhs.gov

Exercise Officer

Casey Broom

425-487-2175

casey.broom@fema.dhs.gov

News Desk

425-487-4610

FEMA-R10-Newsdesk@fema.dhs.gov

Tribal Affairs

FEMA-R10-Tribal@fema.dhs.gov



FEMA

What is the Federal Mission In Contracting?

This is distributed between 15 Emergency Support Function Annexes (ESF)

The ESFs provide the structure for coordinating Federal interagency support for a Federal response to an incident. They are mechanisms for grouping functions most frequently used to provide Federal support to States and Federal-to-Federal support, both for declared disasters and emergencies under the Stafford Act and for non-Stafford Act incidents.



FEMA

15 Emergency Support Function Annexes (ESF)

ESF #1: [Transportation](#)

ESF #2: [Communications](#)

ESF #3: [Public Works and Engineering](#)

ESF #4: [Firefighting](#)

ESF #5: [Information and Planning](#)

ESF #6: [Mass Care, Emergency Assistance, Temporary Housing, and Human Services](#)

ESF #7: [Logistics](#)

ESF #8: [Public Health and Medical Services](#)

ESF #9: [Search and Rescue](#)

ESF #10: [Oil and Hazardous Materials Response](#)

ESF #11: [Agriculture and Natural Resources Annex](#)

ESF #12: [Energy](#)

ESF #13: [Public Safety and Security](#)

ESF #14: [Cross-Sector Business and Infrastructure](#)

ESF #15: [External Affairs](#)



FEMA

Emergency Support Function #1 – Transportation Annex

ESF Coordinator:	Support Agencies:
Department of Transportation	Department of Agriculture
Primary Agency:	Department of Commerce
Department of Transportation	Department of Defense
	Department of Energy
	Department of Homeland Security
	Department of the Interior
	Department of Justice
	Department of State
	General Services Administration
	U.S. Postal Service

Emergency Support Function (ESF) #1 – Transportation provides support by assisting local, state, tribal, territorial, insular area, and Federal governmental entities, voluntary organizations, nongovernmental organizations, and the private sector in the management of transportation systems and infrastructure during domestic threats or in response to actual or potential incidents.



Emergency Support Function # 2 – Communications Annex

ESF Coordinator: Department of Homeland Security/National Protection and Programs Directorate/Office of Cybersecurity and Communications	Support Agencies: Department of Agriculture Department of Commerce Department of Defense Department of Homeland Security Department of the Interior Federal Communications Commission General Services Administration
Primary Agencies: Department of Homeland Security/National Protection and Programs Directorate/Office of Cybersecurity and Communications Department of Homeland Security/Federal Emergency Management Agency	

Emergency Support Function (ESF) #2 – Communications supports the restoration of communications infrastructure, coordinates communications support to response efforts, facilitates the delivery of information to emergency management decision makers, and assists in the stabilization and reestablishment of systems and applications during incidents.



Emergency Support Function # 3 – Public Works And Engineering Annex

ESF Coordinator:

Department of Defense/U.S. Army Corps of Engineers

Primary Agency:

Department of Defense/U.S. Army Corps of Engineers

Support Agencies:

Department of Agriculture
Department of Commerce
Department of Defense
Department of Energy
Department of Health and Human Services
Department of Homeland Security
Department of the Interior

Department of Labor
Department of State
Department of Transportation
Department of Veterans Affairs
Environmental Protection Agency
Nuclear Regulatory Commission
Tennessee Valley Authority
Corporation for National and Community Service



Emergency Support Function (ESF) #3 – Public Works and Engineering coordinates and organizes Activities within the scope of this function include conducting pre- and post-incident assessments of public works and infrastructure; executing emergency contract support for life-saving and life-sustaining services; providing technical assistance to include engineering expertise and construction management; contracting and real estate services; and providing emergency repair of damaged public infrastructure and critical facilities.



FEMA

Emergency Support Function # 4 – Firefighting Annex

ESF Coordinator:	Support Agencies:
Department of Agriculture/Forest Service Department of Homeland Security/Federal Emergency Management Agency/U.S. Fire Administration	Department of Commerce Department of Defense Department of Homeland Security/U.S. Coast Guard Department of Homeland Security/Federal Emergency Management Agency/U.S. Fire Administration
Primary Agency:	Department of the Interior Department of State Environmental Protection Agency
Department of Agriculture/Forest Service	

Emergency Support Function (ESF) #4 – Firefighting provides Federal support for the detection and suppression of wildland, rural, and urban fires resulting from, or occurring coincidentally with, an all-hazard incident requiring a coordinated national response for assistance.



FEMA

Emergency Support Function # 5 – Information And Planning Annex

ESF Coordinator: Department of Homeland Security/ Federal Emergency Management Agency	Support Agencies: All Departments and Agencies
Primary Agency: Department of Homeland Security/ Federal Emergency Management Agency	

Emergency Support Function (ESF) #5 — Information and Planning collects, analyzes, processes, and disseminates information about a potential or actual incident, and conducts deliberate and crisis action planning activities to facilitate the overall activities in providing assistance to the whole community.



Emergency Support Function # 6 – Mass Care, Emergency Assistance, Temporary Housing, and Human Services Annex

ESF Coordinator:	Support Agencies:
Department of Homeland Security/ Federal Emergency Management Agency	Corporation for National and Community Service
Primary Agencies:	Department of Agriculture
Department of Homeland Security/ Federal Emergency Management Agency	Department of Defense
American Red Cross	Department of Health and Human Services
	Department of Homeland Security
	Department of Housing and Urban Development
	Department of the Interior
	Department of Justice
	Department of Labor
	Department of Transportation
	Department of the Treasury
	Department of Veterans Affairs
	General Services Administration
	Social Security Administration
	U.S. Army Corps of Engineers
	U.S. Postal Service
	U.S. Small Business Administration
	American Red Cross
	National Center for Missing & Exploited Children
	National Voluntary Organizations Active in Disaster
	Other Nongovernmental Organizations

Emergency Support Function (ESF) #6 – Mass Care, Emergency Assistance, Temporary Housing, and Human Services coordinates and provides life-sustaining resources, essential services, and statutory programs when the needs of disaster survivors exceed local, state, tribal, territorial, and insular area government capabilities.



Emergency Support Function # 7 – Logistics Annex

Emergency Support Function #7 – Logistics Annex	
ESF Coordinators:	Support Agencies:
General Services Administration Department of Homeland Security/ Federal Emergency Management Agency	Department of Agriculture Department of Commerce Department of Defense Department of Energy Department of Health and Human Services Department of the Interior Department of Labor Department of Transportation Department of Veterans Affairs National Aeronautics and Space Administration Office of Personnel Management U.S. Army Corps of Engineers U.S. Postal Service American Red Cross National Voluntary Organizations Active in Disasters (NVOAD)
Primary Agencies:	
General Services Administration Department of Homeland Security/ Federal Emergency Management Agency	

Emergency Support Function (ESF) #7 – Logistics integrates whole community logistics incident planning and support for timely and efficient delivery of supplies, equipment, services, and facilities. It also facilitates comprehensive logistics planning, technical assistance, training, education, exercise, incident response, and sustainment that leverage the capability and resources of Federal logistics partners, public and private stakeholders, and nongovernmental organizations (NGOs) in support of both responders and disaster survivors.



Emergency Support Function # 8 – Public Health and Medical Services Annex

ESF Coordinator:	Support Agencies:
Department of Health and Human Services	Department of Agriculture
	Department of Commerce
Primary Agency:	Department of Defense
	Department of Energy
Department of Health and Human Services	Department of Homeland Security
	Department of the Interior
	Department of Justice
	Department of Labor
	Department of State
	Department of Transportation
	Department of Veterans Affairs
	Environmental Protection Agency
	General Services Administration
	U.S. Agency for International Development
	U.S. Postal Service
	American Red Cross

Emergency Support Function (ESF) #8 –, Public Health and Medical Services provides the mechanism for Federal assistance to supplement local, state, tribal, territorial, and insular area resources in response to a disaster, emergency, or incident that may lead to a public health, medical, behavioral, or human service emergency including those that have international implications.



Emergency Support Function # 9 – Search and Rescue Annex

ESF Coordinator:

Department of Homeland Security/
Federal Emergency Management Agency

Primary Agencies:

Department of Homeland Security/
Federal Emergency Management Agency
Department of Homeland Security/
U.S. Coast Guard
Department of the Interior/National Park
Service
Department of Defense

Support Agencies:

Department of Agriculture
Department of Commerce
Department of Defense
Department of Health and Human
Services
Department of Homeland Security
Department of the Interior
Department of Justice
Department of Labor
Department of Transportation
National Aeronautics and Space
Administration
U.S. Agency for International
Development

Emergency Support Function (ESF) #9 – Search and Rescue (SAR) deploys Federal SAR resources to provide lifesaving assistance to local, state, tribal, territorial, and insular area authorities, including local SAR Coordinators and Mission Coordinators, when there is an actual or anticipated request for Federal SAR assistance.



FEMA

Emergency Support Function # 10 – Oil and Hazardous Materials Response Annex

ESF Coordinator:	Support Agencies:
Environmental Protection Agency	Department of Agriculture
	Department of Commerce
Primary Agencies:	Department of Defense
Environmental Protection Agency	Department of Energy
Department of Homeland Security/ U.S. Coast Guard	Department of Health and Human Services
	Department of Homeland Security
	Department of the Interior
	Department of Justice
	Department of Labor
	Department of State
	Department of Transportation
	General Services Administration
	Nuclear Regulatory Commission

Emergency Support Function (ESF) #10 – Oil and Hazardous Materials Response provides Federal support in response to an actual or potential discharge and/or release of oil or hazardous materials when activated.



Emergency Support Function # 11 – Agriculture and Natural Resources Annex

Emergency Support Function (ESF) #11 – Agriculture and Natural Resources organizes and coordinates Federal support for the protection of the Nation’s agricultural and natural and cultural resources during national emergencies. ESF #11 works during actual and potential incidents to provide nutrition assistance; respond to animal and agricultural health issues; provide technical expertise, coordination and support of animal and agricultural emergency management; ensure the safety and defense of the Nation’s supply of meat, poultry, and processed egg products; and ensure the protection of natural and cultural resources and historic properties.

ESF Coordinator:	Support Agencies:
Department of Agriculture	Department of Commerce
	Department of Defense
	Department of Energy
Primary Agencies:	Department of Health and Human Services
Department of Agriculture	Department of Homeland Security
Department of the Interior	Department of Justice
	Department of Labor
	Department of State
	Department of Transportation
	Environmental Protection Agency
	General Services Administration
	National Archives and Records Administration
	U.S. Postal Service
	Advisory Council on Historic Preservation
	American Red Cross
	Heritage Emergency National Task Force
	National Alliance of State Animal and Agricultural Emergency Programs
	National Animal Rescue and Sheltering Coalition
	National Association of State Directors of Agriculture
	National Assembly of State Animal Health Officers
	Extension Disaster Education Network



Emergency Support Function # 12 – Energy Annex

Emergency Support Function (ESF) #12 – Energy provides support to the Department of Homeland Security (DHS) by assisting local, state, tribal, territorial, and Federal government entities, nongovernmental organizations (NGO), and the private sector by coordinating government capabilities, services, technical assistance, and engineering expertise during disasters and incidents that require a coordinated Federal response.

The term “energy” includes producing, storing, refining, transporting, generating, transmitting, conserving, building, distributing, maintaining, and controlling energy systems and system components.

ESF Coordinator:	Support Agencies:
Department of Energy	Department of Agriculture
	Department of Commerce
Primary Agency:	Department of Defense
Department of Energy	Department of Homeland Security
	Department of the Interior
	Department of Justice
	Department of Labor
	Department of State
	Department of Transportation
	Environmental Protection Agency
	Nuclear Regulatory Commission
	Tennessee Valley Authority



Emergency Support Function # 13 – Public Safety and Security Annex

ESF Coordinator:

Department of Justice/Bureau of
Alcohol, Tobacco, Firearms and
Explosives

Primary Agency:

Department of Justice/Bureau of
Alcohol, Tobacco, Firearms and
Explosives

Support Agencies:

Department of Defense
Department of Homeland Security
Department of State
Department of the Interior
Department of the Treasury
National Guard Bureau
Other Departments with Federal Law
Enforcement Officers

Emergency Support Function (ESF) #13 – Provides Federal public safety and security assistance to local, state, tribal, territorial, and Federal organizations overwhelmed by the results of an actual or anticipated natural/manmade disaster or an act of terrorism.



FEMA

Emergency Support Function # 14 – Cross-Sector Business and Infrastructure

ESF Coordinator:

Department of Homeland Security /
Cybersecurity and Infrastructure Security
Agency (CISA)

Primary Agency:

Department of Homeland Security / CISA
Department of Homeland Security /
Federal Emergency Management Agency
(FEMA)

Support Agencies:

Department of Agriculture
Department of Commerce
Department of Defense
Department of Energy
Department of Homeland Security
Department of Health and Human Services
Department of Housing and Urban
Development
Department of Labor
Department of State
Department of Transportation
Department of the Treasury
Environmental Protection Agency
General Services Administration
Small Business Administration
U.S. Army Corps of Engineers

Emergency Support Function (ESF) #14 supports the coordination of cross-sector operations, including stabilization of key supply chains and community lifelines, among infrastructure owners and operators, businesses, and their government partners.



FEMA

Emergency Support Function # 15 – External Affairs Annex

ESF Coordinator:	Support Agencies:
Department of Homeland Security	All
Primary Agency:	
Department of Homeland Security/Federal Emergency Management Agency	

Emergency Support Function (ESF) #15 – External Affairs provides accurate, coordinated, timely, and accessible information to affected audiences, including governments, media, the private sector, and the local populace, including children; those with disabilities and others with access and functional needs; and individuals with limited English proficiency.



Who are the top suppliers and service providers.



Follow The Money

FY20 Contract Spending – 6,530

\$3,518,376,605

Top 10 Contract Recipients

Business - Vendor - Contractor	Received
Parkdale Advanced Materials, Inc	\$ 544,063,305.00
American Medical Response, Inc.	\$ 331,553,236.00
CH2M Hill - CDM PA-TAC Recovery	\$ 325,401,978.00
Hanesbrands Inc.	\$ 175,000,000.00
Serco Inc.	\$ 109,438,782.00
3M Company	\$ 104,657,885.00
Airboss Defense Group, LLC	\$ 96,489,763.00
Fluor Enterprises, Inc.	\$ 96,366,330.00
STARR II, A Joint Venture	\$ 74,713,483.00
Compass Pts JV	\$ 63,513,163.00

Pulled on 5/2/2021 Data Source:  USASPENDING.gov

Follow The Money

FY20 Grant Spending – 8,075

\$29,656,863,402

Top 10 Grant Recipients

Government Agency	Received
Governor's Authorized Representative	\$ 13,280,710,703.00
Office of Emergency Services	\$ 2,721,172,044.00
Texas Division of Emergency Management	\$ 2,656,569,484.00
State of Florida	\$ 1,960,259,456.00
New York Division of Homeland Security & Emergency Services	\$ 1,025,674,111.00
LA Governor's Office	\$ 740,336,290.00
North Carolina Department of Public Safety	\$ 553,597,565.00
Exec. Office of Gov of the U.S. Virgin Islands	\$ 536,184,411.00
National Board of Emergenty Food & Shelter Program	\$ 325,000,000.00
Executive Office State of West Virginia	\$ 321,718,034.00

Pulled on 5/2/2021 Data Source:  **USASPENDING.gov**

Follow The Money

**Total FEMA Spending FY20 = \$33.1
Billion**

Grants = 89% of total spend

Contracts = 11% of total spend

FY20 Grant Spending – 8,075

\$29,656,863,402

FY20 Contract Spending – 6,530

\$3,518,376,605

Data Source:  **USASPENDING.gov**

Follow The Money

**Total FEMA Spending FY20 = \$33.1
Billion**

Grants = 89% of total spend

Contracts = 11% of total spend

FY20 Grant Spending – 8,075

\$29,656,863,402

FY20 Contract Spending – 6,530

\$ 3,518,376,605

Data Source:  **USASPENDING.gov**

What are the top supplies and services requested.

Infant/Toddler Products*

Plastic Sheeting

Tarps

Blankets

Comfort/ Hygiene Kits

Water

Meals

Forklift Rentals

Mobile Homes Units

Durable Medical Equipment Kits*

Cargo Vans

Security Guard Services

Generators

Cots

Joint Field Office Kit

Leased Copiers

Leased Generators

Recreational Vehicle

Consumable Medical Supplies
Kits*

Office Supplies

Shredded Bins

Portable Toilets

Sign Language

Temporary Labor

Janitorial Services

Light Tower Rentals

Lease Property

Which entities can help support your business through the process



Entities that can Help your Business

- Industry Liaison Program Business Relations Branch
- FEMA's Small Business Program
- Procurement Technical Assistance Centers
- Small Business Administration Disaster Assistance
- State Emergency Management
<https://www.usa.gov/state-emergency-management>
- Google the Counties and Cities.

Industry Liaison Program Business Relations Branch

<https://www.fema.gov/business-industry/doing-business>

Thank you for your interest in doing business with FEMA. If you are contacting FEMA seeking to do business in support of a disaster recovery effort, please be aware that in accordance with the Robert T. Stafford Act, **FEMA's goal is to seek local companies within the disaster area for services related to a specific disaster when practical and feasible.**

The Industry Liaison Program (ILP) establishes strategic relationships with suppliers and stakeholders; serves as an information provider for suppliers seeking to do business with FEMA; and connects suppliers with program offices in support of FEMA's mission.

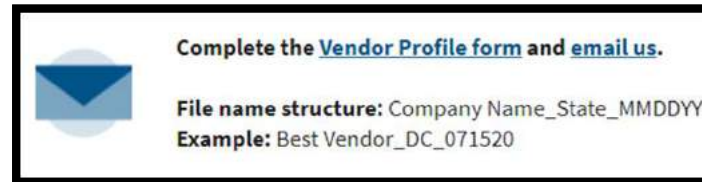
Industry Liaison Program
Business Relations Branch
Acquisition Program and Policy Division
Office of the Chief Procurement Officer
Email: FEMA-Industry@fema.dhs.gov
Phone: [\(202\) 646-1895](tel:(202)646-1895)

Industry Liaison Program

Business Relations Branch Cont.

Submit Your Company Capabilities or Request a Meeting With the FEMA Voluntary Vendor Profile Form

The vendor profile form can serve as a secondary market research or vendor presentation meeting resource. Information supplied should not be proprietary or sensitive in nature. Please be specific about how your product(s) and/or service(s) can support FEMA's mission.



Please Note

The form is used to assist in secondary market research and is voluntary. Submission of the vendor profile form does not:

- Place you on a preferred list of vendors to be considered for procurements; FEMA does not maintain such a list.
- Guarantee contract award. Please continue to monitor contracting opportunity sites.
- Guarantee meeting with FEMA Representatives.

FEMA's Small Business Program

- FEMA's Small Business Program (SBP) is one of eight programs under the DHS Office of Small and Disadvantaged Business Utilization (OSDBU). The SBP office actively engages with FEMA's procurement personnel to ensure that small businesses have the maximum practicable opportunity to participate in contracts.
- FEMA's SBP's mission is to assist small businesses in their pursuit of federal procurements and continuous learning of small business programs to include policies and procedures that affect small business federal contracting.

FEMA Small Business Program
500 C Street, SW
Washington, DC 20472-3210
FEMA-SB@fema.dhs.gov

Procurement Technical Assistance Centers



www.aptac-us.org

welcome, Guest | member Login

[Find a PTAC](#)

HOME ABOUT US GOVERNMENT CONTRACTING ASSISTANCE APTAC PARTNERS PTAC LOGIN CONTACT US

Find a PTAC

Select a State

Find a Procurement Technical Assistance Center
Click on the map below or select your state above to find the Procurement Technical Assistance Center nearest you.
[Find American Indian PTACs »](#)



ASSISTANCE FOR SMALL BUSINESSES

GET THE TRAINING YOU NEED TO SUCCEED

PTAC CLIENT SUCCESSES

HELP FOR GOVERNMENT CONTRACTING

Procurement Technical Assistance Centers (PTACs)

Free Help with SAM Registration – and other government contracting issues.

System for Award Management (SAM) registration *is FREE*, and your PTAC can help you complete this and other registrations/certifications at little or no charge, as well as assisting you with marketing strategies and everything else you need to sell to federal state and local government agencies.

- ▶ **Funded through Cooperative agreements** between the US Department of Defense (DoD) and state/local non-profit entities.
- ▶ **Located near you** – with over 300 locations across the country, as well as the territories of Puerto Rico and Guam.
- ▶ **Workshops and Seminars** to teach you what you need to know and connect you with other small businesses.
- ▶ **One-on-One Counseling** tailored to the specific needs of your business – *always free* of charge!
- ▶ **Matchmaking Events** that connect you with agency buyers who need your product.

[Find your PTAC now! »](#)

Government Contracting Assistance for Businesses

A wealth of resources to help you sell to the government

[Learn More ▶](#)

APTAC Partners, Federal Colleagues & Friends

Working together to nurture small business gov't contractors

[Learn More ▶](#)

[PTAC Professionals Member Login](#)

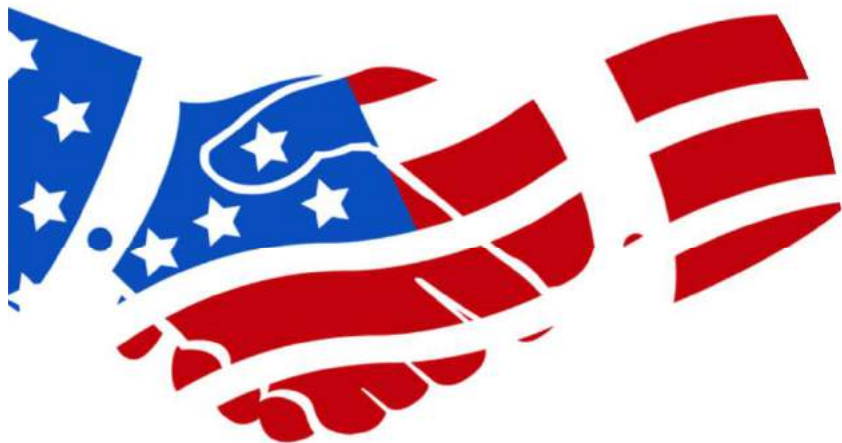
Recent News



© Waypoint America, LLC DBA Govology All Rights Reserved.

Small Business Administration

SBA RESOURCES



<https://www.sba.gov/disaster-assistance>

- Getting Help After Disasters
- Information on Disaster Response Contracts
- SBA Disaster Loans
- Contacts for emergency contract assistance

Disaster Assistance

<https://www.disasterassistance.gov>

DisasterAssistance.gov

[Home](#)

[Get Assistance](#)

[Information](#)

[About Us](#)

[Help](#)

[Search](#) [Español](#)

Find Assistance



Apply Online

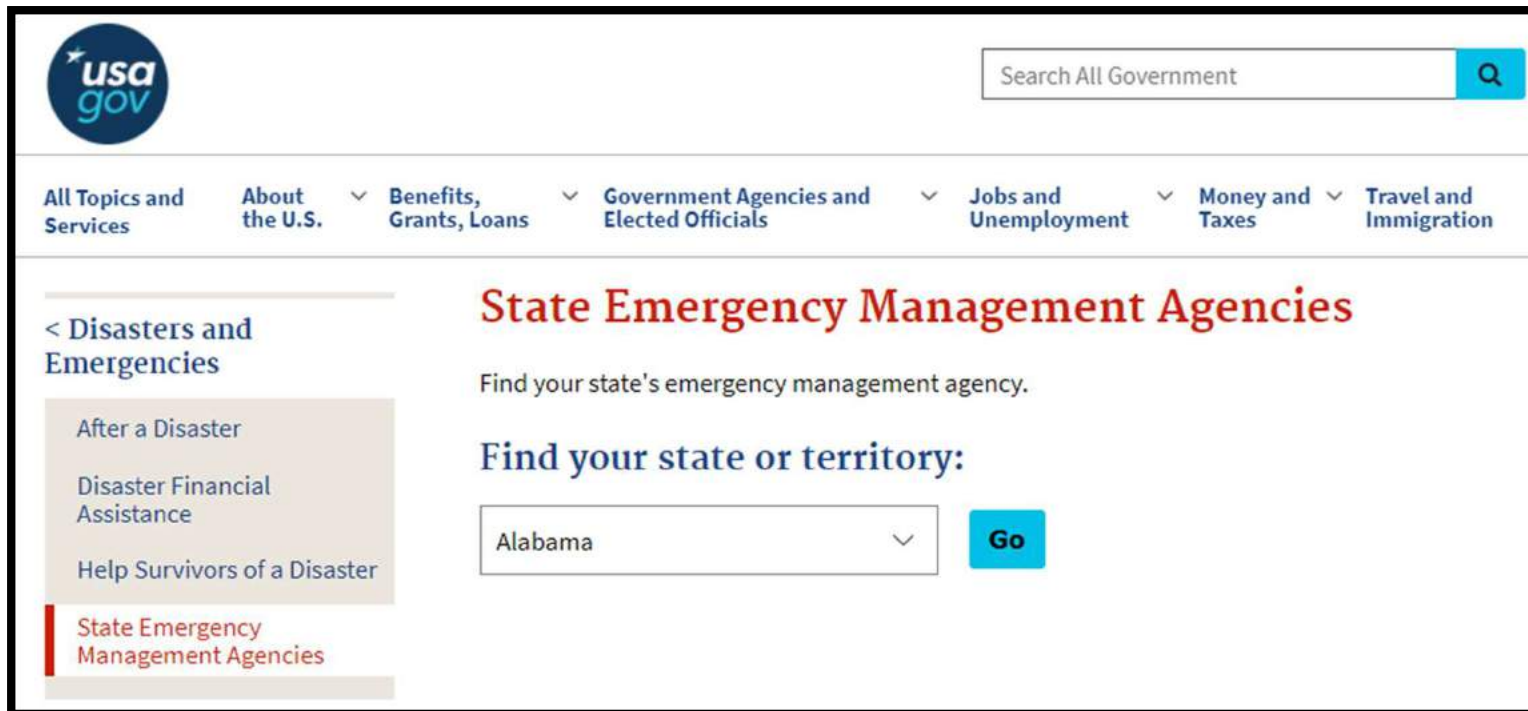


Check Status



State Emergency Management

<https://www.usa.gov/state-emergency-management>



The screenshot shows the USA.gov website interface. At the top left is the USA.gov logo. To the right is a search bar labeled "Search All Government" with a magnifying glass icon. Below the search bar is a navigation menu with several categories: "All Topics and Services", "About the U.S.", "Benefits, Grants, Loans", "Government Agencies and Elected Officials", "Jobs and Unemployment", "Money and Taxes", and "Travel and Immigration". The main content area features a breadcrumb trail "< Disasters and Emergencies" and a list of sub-topics: "After a Disaster", "Disaster Financial Assistance", "Help Survivors of a Disaster", and "State Emergency Management Agencies" (which is highlighted with a red bar). The main heading is "State Emergency Management Agencies" in red. Below it is the text "Find your state's emergency management agency." and "Find your state or territory:". There is a dropdown menu currently showing "Alabama" and a blue "Go" button.

Google the Counties and Cities.

A screenshot of a Google search interface. The search bar contains the text "city of denton bid opportunities". Below the search bar, there are navigation options: "All", "Images", "News", "Shopping", "Videos", "More", "Settings", and "Tools". The search results show "About 2,350,000 results (0.55 seconds)". The first result is a breadcrumb trail: "https://www.cityofdenton.com › en-us › business › solic...". The title is "Solicitations & Contracting | City of Denton". The snippet reads: "The City of Denton extends an opportunity to all vendors to enter into business contracts ... The Procurement and Compliance Department includes: Purchasing, ...". The second result is another breadcrumb trail: "https://www.cityofdenton.com › media › Business PDF". The title is "Procurement Policy - City of Denton". The snippet reads: "Jun 23, 2020 – Best and Final Offer (“BAFO”) means a negotiation technique in which an opportunity is extended to respondents in the RFP process to review ...".

Tips & Suggestions For Contractors

- FEMA is one of many sources.
- Be prepared and position yourself before a disaster occurs.
- Understand the Local Area-Set Aside
- Create Prime to Subcontract Agreements
- Pursue State opportunities. Federal grants to the states make up more than half of FEMA's spend. Reach out to specific [State Emergency Management Agencies and Offices](#).
- Do not e-mail FEMA Employees that you can provide this or that.

Federal Emergency Management Agency



Robert Wink, PMP, CSM, CFCM, REALTOR®
Program Specialist – Contract Oversight Management
Federal Emergency Management Agency



FEMA