

Follow the Money: A Small Business Guide to Finding EPA Procurement Opportunities through Direct Contracts and Indirectly through Grant Recipients

What is a Direct Contract?

A direct contract is an award by an agency for real or personal property or services. Recipients of this award are called *Prime Contractors*.

How Can a Small Business *Follow the Money* to Find Direct Contracting Opportunities with EPA?



There are several ways small business can *follow the money* to locate direct contracting opportunities. Firms interested in doing business with EPA can find prime contracting opportunities over \$150,000 on the **Forecast Database** at <http://yosemite.epa.gov/oarm/oarm/forecastdatabase.nsf>. Each entry on this listing will include a description of the work to be performed, procurement method, estimated contract dollar range, target award date and a point of contact.

To find contracting opportunities available throughout the Federal Government, visit the **Federal Business Opportunities (FBO)** website at www.fbo.gov.

Small businesses can also search for both grant and direct contracting opportunities using the **FedConnect** web portal at www.fedconnect.net. **FedConnect** is a one-stop location to find opportunities for federal contracts as well as opportunities for grants and assistance funds.

What is a Grant?

A federal grant is an award of financial assistance from a federal agency to a recipient to carry out a public purpose of support or stimulation authorized by a law of the United States. Recipients of this award are called *Grantees* or *Grant Recipients*.

Can I Use a Grant to Start My Small Business?

No. Grants do not provide assistance in the form of revenue sharing, loans, loan guarantees, loan insurance, interest subsidies, insurance, or direct United States cash assistance to an individual or business.



How Can a Small Business *Follow the Money* to Find Contracting Opportunities with EPA Grant Recipients and Contractors?



Most EPA grants are awarded to government, education and non-profit organizations, however, small business can participate in grant projects through prime contracting opportunities with our grant recipients and subcontracting opportunities with our recipient's prime contractors. Grant recipients and their prime contractors, as well as EPA prime contractors, are required to seek, and encouraged to utilize small, minority and women-owned businesses (also known as Disadvantaged Business Enterprises (DBEs)) for their procurement needs.

To *follow the money*, a small business should...

1. Visit www.grants.gov. This website allows the public to search for grants throughout the Federal Government. By doing a simple search, a small business can generate a list of current EPA grant opportunities. This information should be used as a part of a firm's market research strategy. By knowing the type of work EPA awards its grant dollars, small businesses can determine whether their products and/or services align with EPA's mission.
2. Visit the EPA Grants Awards Database at http://yosemite.epa.gov/oarm/igms_egf.nsf/HomePage?ReadForm. The database contains a summary record for all non-construction EPA grants awarded in the last ten years. Small businesses can use the "advanced search" option to generate a list of awards granted in their geographic area, which includes the recipient, project description and cumulative award amount. Since grant recipients are required to seek, and encouraged to use small, minority, and women-owned businesses (also known as DBEs) for their procurement needs, small business firms should identify the projects from this list for which they are interested in offering their goods and/or services.
3. Search for prime contracting opportunities with state grant recipients by visiting the **SBA State Government Listing** at <http://www.sba.gov/content/state-government-certifying-agencies>. (Note: Opportunities with non-state grant recipients can be found by performing an internet search.)
4. Search for subcontracting opportunities with prime contractors by visiting the **SBA Sub-Net Database** at http://web.sba.gov/subnet/search/dsp_search_option.cfm, the **SBA Subcontracting Opportunities Directory** at <http://www.sba.gov/category/navigation-structure/contracting/contracting-opportunities/sub-contracting/subcontracting-opportunities-directory> or the **EPA Active Contract Listing** at <http://www.epa.gov/oam/ptod/activeindex.htm>, which lists current EPA contract recipients and information on the contracts they were awarded.