



United States Property & Fiscal Officer (USPFO)

NGAUS 2018 Industry Partner Workshop
24 August 2018

This briefing is
UNCLASSIFIED

Doing business with “The 54”



What is a United States Property and Fiscal Officer (USPFO)?



- The USPFO is the sole Federal agent attached to each state, territory, commonwealth or district
- Prescribed by law (1956) - USC, Title 32, Section 708 (Property and Fiscal Officers) to serve on active duty under 10 USC 12302d
- Responsible directly to the Chief, NGB
- Title X status - Not a member of the National Guard of his/her state while serving
- Obligations:
 - Ensure proper fiscal management of federal property and funds is conducted at all times
 - Avoid fraud, waste and abuse of federal government resources



USPFO Responsibilities



To receive and account for all Federal funds and property issued to the National Guard; and to ensure that all Federal laws, regulations, policies, and procedures are adhered to relative to Federal resources.

Duties within this Responsibility include:

- **Accountable officer for Federal Funds**
- **Accountable officer for Federal Real Property**
- **Oversee the Federal Logistics/Supply support system**
- **Provide mobilization support/transition**
- **Federal Contracting Officer/Competition Advocate**
- **Grants Officer/Cooperative Agreements**
- **Commercial Transportation Officer**
- **Payroll Certifying Officer**
- **Audit focal point**

USPFO organization consists of 5 divisions:

- 1. Resource Management (Comptroller) Division**
- 2. Supply and Services Division (includes warehouse functions)**
- 3. Purchasing and Contracting Division**
- 4. Internal Review Division**
- 5. Data Management and Services Integration Division**

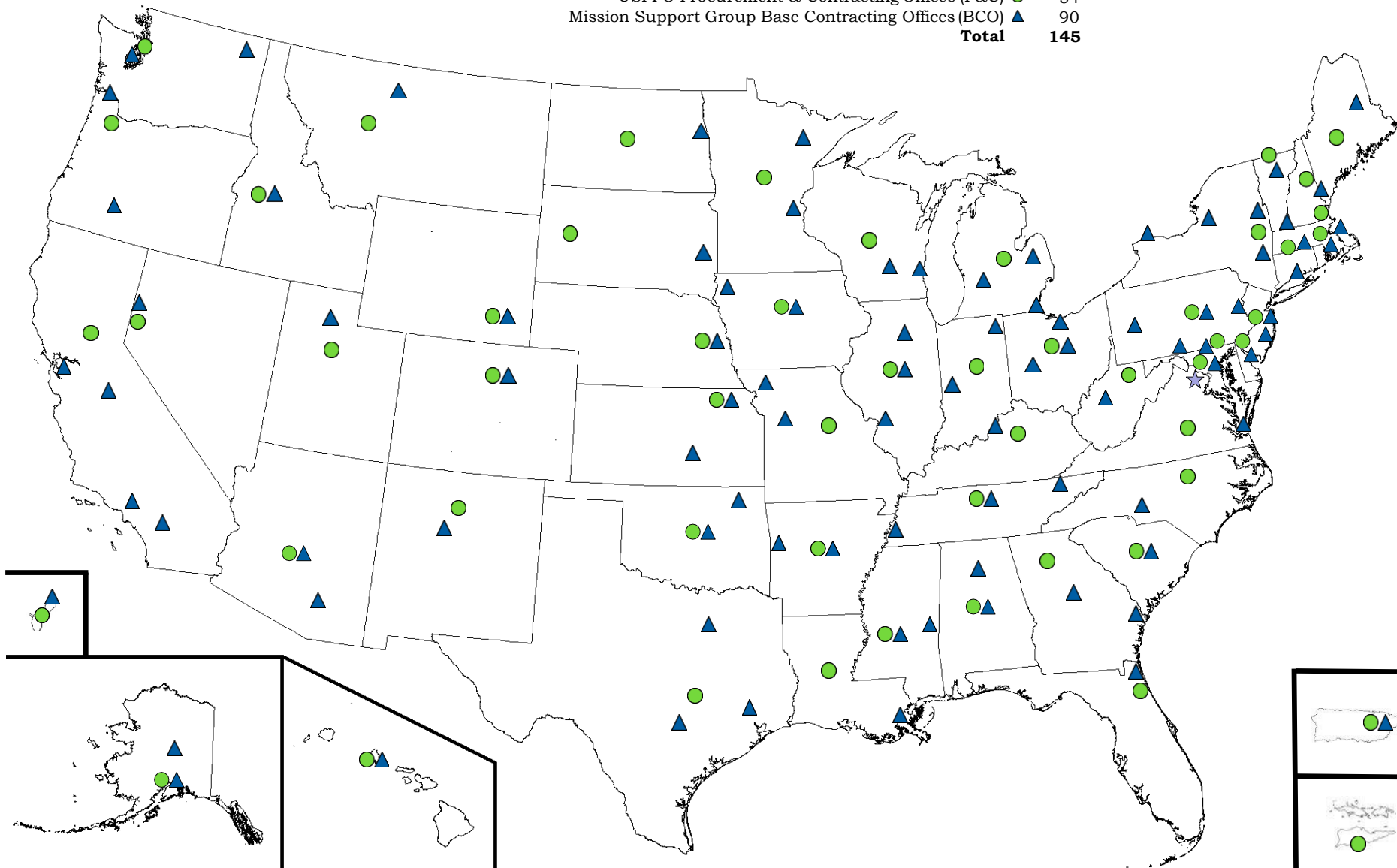
The USPFO is a link between the State and Federal authority in the National Guard system, a requirement that does not exist in any other component of the armed forces.



NGB Contracting Locations



National Guard Bureau Operational Contracting (AQ)	★	1
USPFO Procurement & Contracting Offices (P&C)	●	54
Mission Support Group Base Contracting Offices (BCO)	▲	90
Total		145

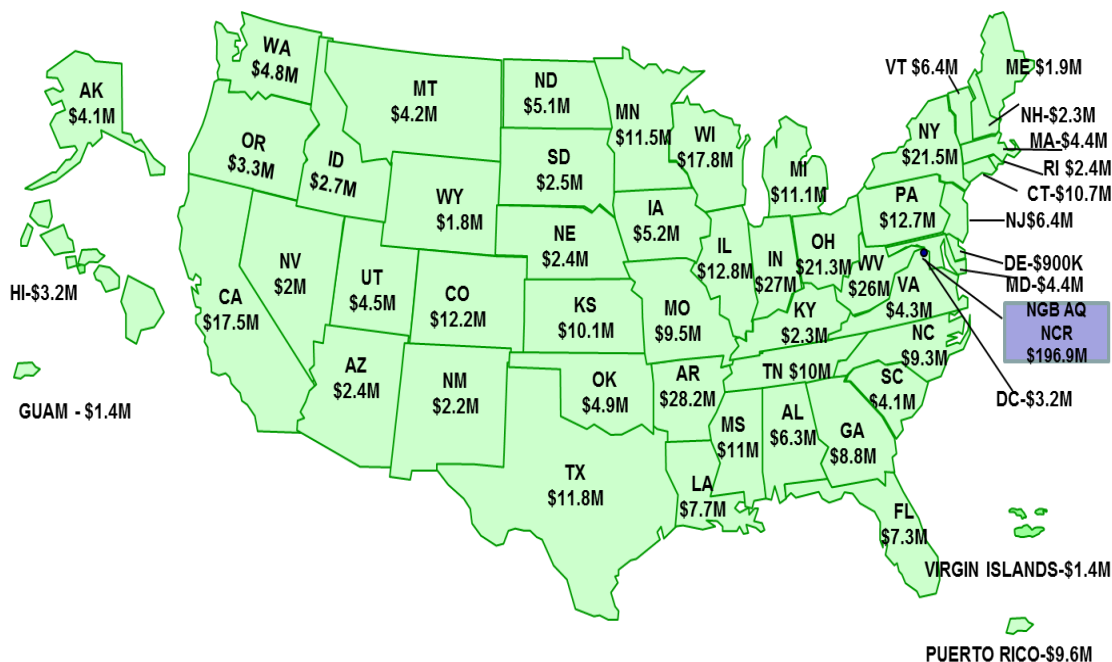




NGB Contracting Data



FY18 Total Contract Actions and Total Amount Obligated as of 22 July 2018



State	Total Actions	Total Dollars	State	Total Actions	Total Dollars
AK	86	\$4,146,557.77	MS	374	\$10,994,870.34
AL	302	\$6,355,616.46	MT	116	\$4,262,621.24
AQ	312	\$196,935,148.91	NC	199	\$9,312,756.00
AR	278	\$28,162,363.30	ND	413	\$5,127,838.14
AZ	177	\$2,419,843.30	NE	126	\$2,445,447.98
CA	291	\$17,581,926.67	NH	66	\$2,334,191.40
CO	147	\$12,218,571.64	NJ	164	\$6,490,121.47
CT	189	\$10,791,094.47	NM	201	\$2,221,084.38
DC	32	\$3,204,844.49	NV	80	\$2,019,440.67
DE	43	\$900,585.44	NY	577	\$21,580,021.21
FL	134	\$7,380,812.42	OH	552	\$21,354,036.52
GA	254	\$8,811,652.31	OK	295	\$4,935,883.64
GU	42	\$1,464,177.18	OR	186	\$3,334,448.97
HI	109	\$3,279,417.27	PA	264	\$12,790,797.78
IA	188	\$5,279,889.42	PR	149	\$9,611,180.21
ID	107	\$2,793,720.52	RI	126	\$2,482,896.99
IL	194	\$12,878,355.05	SC	181	\$4,198,217.47
IN	461	\$27,409,325.73	SD	179	\$2,556,585.21
KS	362	\$10,170,131.15	TN	347	\$10,190,793.13
KY	152	\$2,375,867.70	TX	376	\$11,854,197.50
LA	233	\$7,773,337.06	UT	106	\$4,560,128.27
MA	133	\$4,463,945.53	VA	259	\$4,305,077.34
MD	175	\$4,411,801.73	VI	81	\$1,449,223.07
ME	74	\$1,941,465.28	VT	211	\$6,436,095.01
MI	251	\$11,167,279.84	WA	133	\$4,864,687.51
MN	292	\$11,573,534.77	WI	299	\$17,862,676.89
MO	214	\$9,571,271.63	WV	340	\$15,589,629.92
			WY	115	\$1,849,140.33
Grand Total Actions:			11,750		
Grand Total Dollars:			\$622,476,625.63		



NGB Cooperative Agreements



FY17 & FY18 Cooperative Agreement Actions as of 31 July 2018

FY18 Cooperative Agreements

State	Total Actions	Total Dollars
AK	42	\$ 22,610,736.00
AL	131	\$ 53,909,319.00
AR	103	\$45,411,469.00
AZ	123	\$ 37,436,228.00
CA	1	\$ (512,985.00)
CO	95	\$17,163,070.00
CT	88	\$ 26,971,295.00
DC	0	\$ -
DE	77	\$ 16,716,754.00
FL	142	\$ 41,947,066.00
GA	65	\$ 40,797,511.00
GU	8	\$ 4,668,842.00
HI	63	\$ 27,190,731.00
IA	126	\$34,411,153.00
ID	47	\$ 60,036,781.00
IL	142	\$40,932,726.00
IN	87	\$53,282,284.00
KS	99	\$26,504,416.00
KY	39	\$ 24,852,107.00
LA	44	\$46,531,028.00
MA	95	\$ 43,800,209.00
MD	28	\$ 26,505,599.00
ME	100	\$ 15,250,245.00
MI	117	\$41,240,952.00
MN	74	\$50,129,252.00
MO	21	\$ 7,705,764.00
MS	212	\$ 53,353,166.00

State	Total Actions	Total Dollars
MT	42	\$ 19,088,724.00
NE	42	\$25,909,572.00
NC	19	\$ 27,624,236.00
ND	46	\$16,656,875.00
NE	92	\$25,909,572.00
NH	70	\$ 20,917,422.00
NJ	24	\$ 14,370,135.00
NM	0	\$0.00
NV	79	\$ 16,812,400.00
NY	98	\$ 63,259,741.00
OH	62	\$26,718,103.00
OK	83	\$52,888,060.00
OR	66	\$ 53,482,344.00
PA	84	\$ 83,623,525.00
PR	67	\$ 52,044,323.00
RI	39	\$ 10,422,670.00
SC	17	\$ 28,592,253.00
SD	57	\$18,443,850.00
TN	148	\$ 40,486,453.00
TX	90	\$53,538,600.00
UT	77	\$ 37,733,109.00
VA	96	\$ 30,728,109.00
VI	28	\$ 5,530,053.00
VT	92	\$ 15,087,345.00
WA	76	\$ 19,274,991.00
WI	171	\$50,815,389.00
WV	157	\$ 36,189,767.00
WY	96	\$21,601,650.00

Grand Total Cooperative Agreement Actions	4187
Grand Total Dollars	\$ 1,726,594,989.00

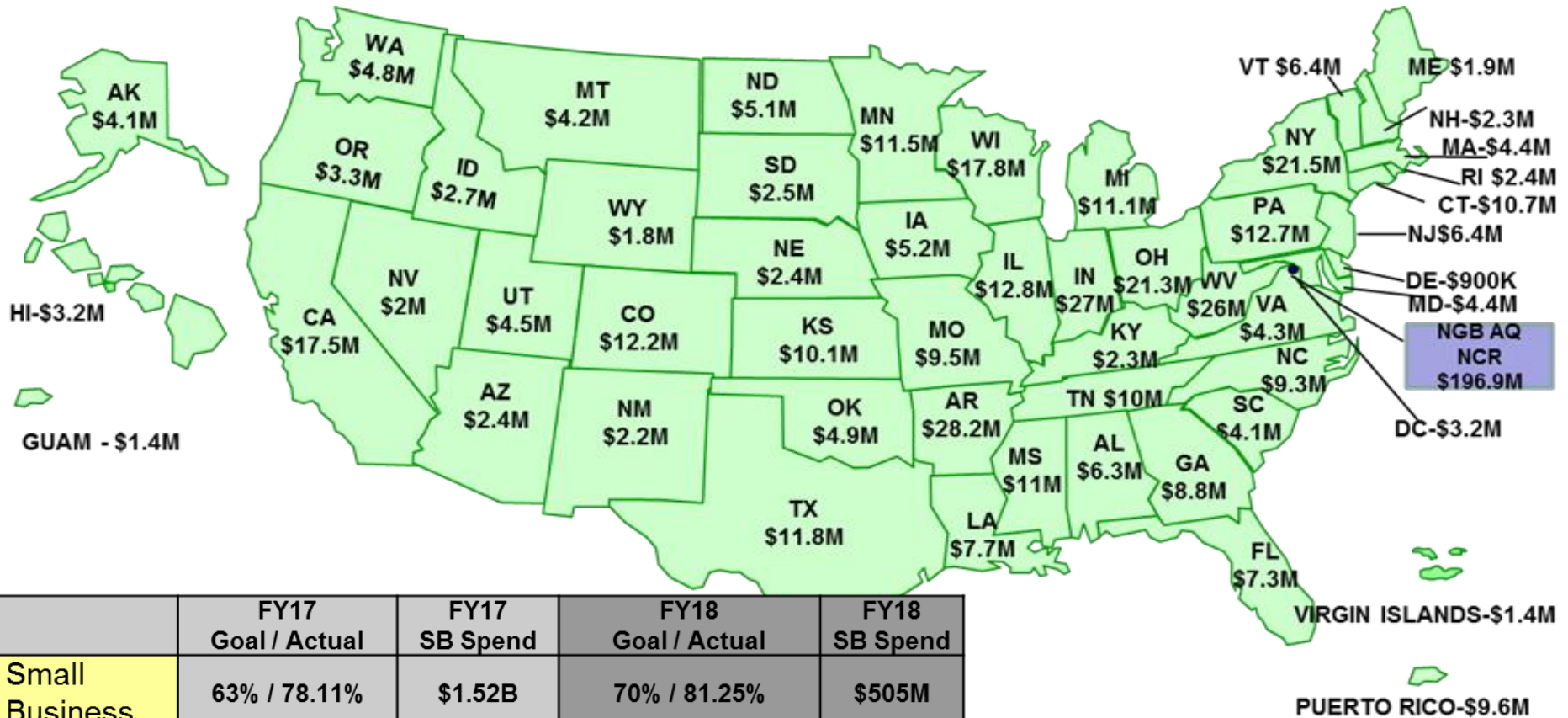
FY17 Cooperative Agreements

State	Total Actions	Total Dollars
AK	43	\$ 22,716,292.00
AL	131	\$ 51,993,389.00
AR	84	\$47,857,797.00
AZ	105	\$ 34,885,284.00
CA	44	\$ 74,871,323.00
CO	76	\$16,361,206.00
CT	74	\$ 22,623,847.00
DC	26	\$ 6,778,691.00
DE	79	\$ 12,759,317.00
FL	142	\$ 41,406,170.00
GA	65	\$ 52,568,672.00
GU	8	\$ 5,379,371.00
HI	58	\$ 23,516,478.00
IA	109	\$35,206,877.00
ID	62	\$ 55,163,658.00
IL	112	\$29,819,661.00
IN	30	\$50,613,624.00
KS	63	\$27,435,046.00
KY	39	\$ 28,285,793.00
LA	71	\$59,866,345.00
MA	105	\$ 42,424,066.00
MD	42	\$ 24,130,995.00
ME	76	\$ 23,105,902.00
MI	77	\$61,592,577.00
MN	77	\$75,466,178.00
MO	42	\$20,739,247.00
MS	212	\$ 71,057,936.00

State	Total Actions	Total Dollars
MT	35	\$ 16,268,350.00
NC	19	\$ 33,752,259.00
ND	63	\$17,601,990.00
NE	94	\$21,176,226.00
NGB	18	\$ 54,721,674.00
NH	69	\$ 39,418,006.00
NJ	42	\$ 23,873,353.00
NM	39	\$8,325,400.00
NV	68	\$ 16,389,600.00
NY	107	\$ 55,271,102.00
OH	73	\$48,158,089.00
OK	79	\$35,320,501.00
OR	63	\$ 52,788,577.00
PA	83	\$ 50,375,683.00
PR	67	\$ 28,650,107.00
RI	53	\$ 9,162,293.00
SC	17	\$ 33,076,183.00
SD	71	\$18,847,543.00
TN	148	\$ 36,330,162.00
TX	95	\$65,663,409.00
UT	55	\$ 97,463,296.00
VA	96	\$ 47,577,498.00
VI	28	\$ 6,653,525.00
VT	72	\$ 20,234,917.00
WA	95	\$ 21,749,073.00
WI	144	\$45,956,779.00
WV	157	\$ 40,692,580.00
WY	109	\$72,142,582.00

Grand Total Cooperative Agreement Actions	4111
Grand Total Dollars	\$ 2,036,266,499.00

Small Business is big business in the NG!



	FY17 Goal / Actual	FY17 SB Spend	FY18 Goal / Actual	FY18 SB Spend
Small Business	63% / 78.11%	\$1.52B	70% / 81.25%	\$505M
SDB 8a	23% / 39.84% 17.27%	\$602.52M \$261.10M	20% / 45.44% 18.44%	\$282.82M \$114.8M
SDVOSB	10% / 13.82%	\$208.97M	9% / 15.37%	\$95.68M
WOSB	14% / 21.47%	\$324.66M	15.5% / 20.98%	\$103.58M
HUBZone	7.50% / 6.23%	\$94.19M	7.0% / 8.89%	\$55.36M

**** Map depicts total FY18 SB spend in each State/Territory**
...not just meeting goals...
building the industrial base...



Small Business is big business in the NG!



DoD FY 2018 Prime Contracting Goals

22%

Small Business

5%

WOSB

5%

SDB

3%

HUBZone

3%

SDVOSB

Component and Agency FY 2018 Prime Contracting Goals

29%

Army

14%

Navy

18%

Air Force

31%

DLA

8%

MDA

20%

DARPA

60%

DECA

50%

DCMA

19%

DFAS

49%

DHA

50%

DHRA

28%

DISA

56%

DMA

2%

DMEA

65%

DSCA

65%

DSS

17%

DTRA

30%

DODEA

30%

SOCOM

55%

USUHS

17%

TRANSCOM

37%

WHS

30%

DIA

15%

NGA

23%

NSA



Small Business is big business in the NG!



DoD FY 2018 Prime Contracting Goals

22%

Small
Business

5%

WOSB

5%

SDB

3%

HUBZone

3%

SDVOSB

NGB FY 2018 Prime Contracting Goals

70%

Small
Business

15.5%

WOSB

20%

SDB

7%

HUBZone

9%

SDVOSB

LA Current Statistics as of 15 July 2018

85 %

Small
Business

46.6%

WOSB

53%

SDB

6.06%

HUBZone

15%

SDVOSB



Small Business is big business in the NG!



FY	Total Small Business Eligible Actions	Total Small Business Eligible Dollars	Small Business Dollars	Small Business Percentage Goal: FY11 - 60% FY12 - 65% FY13 - 61% FY14 - 61% FY15 - 61% FY16 - 63% FY17 - 63%	Small Disadvantaged Business Dollars	SDB Goal: FY11 - 17% FY12 - 21% FY13 - 21% FY14 - 21% FY15 - 21% FY16 - 23% FY17 - 23%	Service Disabled Veteran Owned Small Business Dollars	SDVOSB Goal: FY11 - 4.5% FY12 - 6.5% FY13 - 6.5% FY14 - 6.5% FY15 - 8.5% FY16 - 10% FY17 - 10%	Women Owned Small Business Dollars	WOSB Goal: FY11 - 9% FY12 - 12.0% FY13 - 12.1% FY14 - 12.1% FY15 - 13.1% FY16 - 14.0% FY17 - 14.0%	Certified HUBZone Small Business Dollars	Certified HUBZone Goal: FY11 - 5.5% FY12 - 7% FY13 - 7% FY14 - 7% FY15 - 7% FY16 - 7.5% FY17 - 7.5%
FY08	47690	\$ 3,082,887,170.09	\$ 1,744,549,715.83	56.59%	\$ 558,729,950.53	18.12%	\$ 158,891,770.03	5.15%	\$ 246,417,024.62	7.99%	\$ 216,571,616.22	7.02%
FY09	45975	\$ 3,282,740,437.98	\$ 1,898,778,102.23	57.84%	\$ 624,220,472.09	19.02%	\$ 273,499,593.91	8.33%	\$ 311,130,811.02	9.48%	\$ 184,782,869.64	5.63%
FY10	47261	\$ 3,201,828,729.64	\$ 1,911,605,542.53	59.70%	\$ 686,193,652.51	21.43%	\$ 212,842,676.74	6.65%	\$ 353,871,946.04	11.05%	\$ 243,928,898.89	7.62%
FY11	46390	\$ 2,961,164,154.90	\$ 1,855,047,386.31	62.65%	\$ 687,787,167.12	23.23%	\$ 245,085,030.51	8.28%	\$ 460,996,482.73	15.57%	\$ 232,625,171.26	7.86%
FY12	43832	\$ 3,246,963,058.41	\$ 2,188,409,314.27	67.40%	\$ 786,262,417.16	24.22%	\$ 308,377,837.95	9.50%	\$ 372,578,858.74	11.47%	\$ 144,777,688.22	4.46%
FY13	40261	\$ 2,515,696,879.32	\$ 1,747,156,014.87	69.45%	\$ 644,862,162.14	25.63%	\$ 329,733,108.85	13.11%	\$ 332,222,278.45	13.21%	\$ 162,340,423.16	6.45%
FY14	36235	\$ 2,143,219,882.79	\$ 1,514,930,441.81	70.68%	\$ 642,348,319.36	29.97%	\$ 284,770,115.28	13.29%	\$ 346,517,392.61	16.17%	\$ 156,167,360.90	7.29%
FY15	30730	\$ 1,685,064,303.31	\$ 1,231,447,102.40	73.08%	\$ 606,869,486.71	36.01%	\$ 230,787,216.10	13.70%	\$ 291,590,957.89	17.30%	\$ 138,358,180.14	8.21%
FY16	28108	\$ 1,694,068,200.81	\$ 1,177,643,540.92	69.52%	\$ 642,416,317.12	37.92%	\$ 263,350,607.42	15.55%	\$ 291,890,061.46	17.23%	\$ 127,750,785.24	7.54%
FY17	23546	\$ 1,512,245,954.32	\$ 1,181,219,827.58	78.11%	\$ 602,527,185.98	39.84%	\$ 208,971,339.83	13.82%	\$ 324,667,343.01	21.47%	\$ 94,190,370.87	6.23%

19 states have never met every goal in a FY
 10 states have met this goal once
 14 states have met this goal twice
 5 states have met this goal three times

2 states have met this goal four times
1 state has met this goal 5 times (LA)
 2 states of met this goal 6 times (GA, MI)
 1 state has met this goal 7 times (GU)

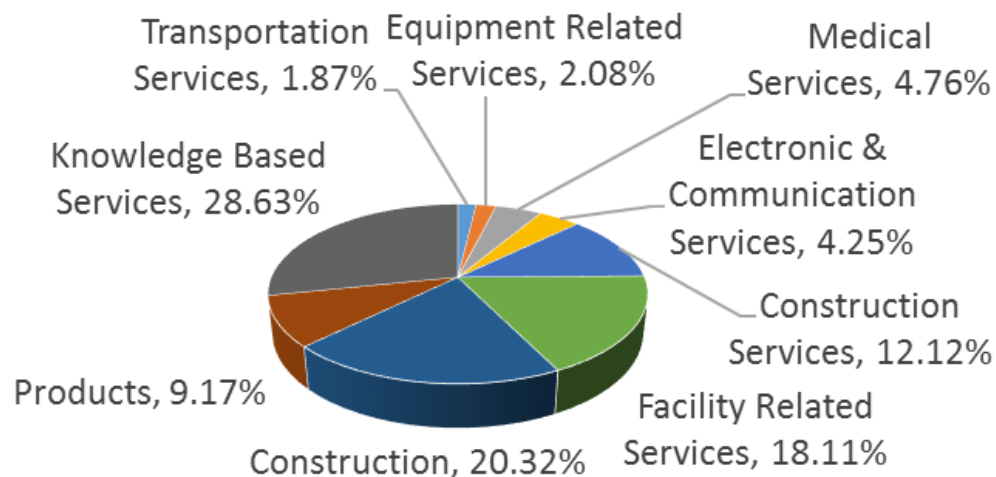


What We Buy...



% of NGB Small Business Spend

- Transportation Services
- Equipment Related Services
- Medical Services
- Electronic & Communication Services
- Construction Services
- Facility Related Services
- Construction
- Products
- Knowledge Based Services



Portfolio Group	YTD Spend SB	YTD Total Spend
Transportation Services	\$ 11,651,207.89	\$ 15,161,666.52
Equipment Related Services	\$ 12,936,923.74	\$ 13,440,895.04
Medical Services	\$ 29,625,554.61	\$ 31,075,459.09
Electronic & Communication Services	\$ 26,446,292.69	\$ 39,952,458.12
Construction Services	\$ 75,384,590.65	\$ 80,837,547.45
Facility Related Services	\$ 112,655,669.90	\$ 148,889,000.25
Construction	\$ 126,373,166.04	\$ 134,418,278.72
Products	\$ 57,065,311.37	\$ 85,905,599.05
Knowledge Based Services	\$ 178,105,894.54	\$ 205,176,049.71



LAARNG Commands



139th REGIONAL SUPPORT GROUP (R)



UNITS:

-156 Army Band
-165 CSSB
-773 MP BN
-415 MI BN

Meals
Lodging
Port-a-lets

Meals
Pelican Cases
Rolling Bags
Batteries
Kitchen Supplies
Appliances
Port-a-lets
Polycom System
Lodging
Lumber / BOM
Unit Crests
Water Pump
Cubicles

225th ENGINEER BRIGADE



UNITS:

-HHC
-205 EN BN
-527 EN BN
-528 EN BN

199th REGIMENT (RTI)



UNITS:

-HHC
-1 BN (NCOA)
-2 BN (MOD)

TVs
Smart Boards
Copier Rental
Limestone
Sand & rock
Lumber
Ballistic Vests
Linen
Port-a-lets
Cable & Internet
Medical Supplies
Mannequins

Meals
Rental Vans
Pressure Washer
Charger
Printer Ink
DRASH Tent

256th INFANTRY BRIGADE COMBAT TEAM



UNITS:

-HHC
-2-156 IN
-3-156 IN
-2-108 CAV
-769 BEB
-141 FA BN
-199 BSB



LAARNG Commands



61st TROOP COMMAND



UNITS:

-HHC
-USCPT #178
-926 MAC
-927 SAPPER

Meals
Gym
Lodging
Physicals

Personnel Services
Cell phones
Copier Service
Software Licenses
CLS Bags
DFAC Equipment
Dog Tag Machine
Meeting Space
Childcare
Hotels
Furniture

JOINT FORCE HEADQUARTERS-LOUISIANA



UNITS:

-JFHQ(-)
-Det 1, JFHQ
-399 JAG
-241 MPAD

STATE AVIATION COMMAND – 204th THEATER AIR OPERATIONS GROUP



UNITS:

-HHC
-1-244 AHB
-CO F 1-169 AVN
-D1 CO C 1-114 AVN
-CO G 2-238 AVN
-CO F 1-171 AVN

Meals
Rental Vans
Lodging
Audiology

Personnel Services
Social Media Monitoring
Computers
Printers
Polycom Equipment
Copier Service
Cell phones
Landlines
Meals
Advertising
Marketing Items

RECRUITING & RETENTION COMMAND



UNITS:

-HHC
-A CO
-B CO
-C CO



LA Air National Guard



Lodging
Anti-Skid Tape
Deionized Gas Monitor
Access Control
Construction / A&E

159th Fighter Wing



UNITS:

-159 FW
-122 FS
-122 ASOS
-259 ATCS
-236 CCS
-214 EIS

122nd FS



Lodging
Rental Vans
Gator
Clothing

Furniture

259th ATCS



122nd ASOS



Commo. Equip.
Cyber Lab
Plotter

Trailer
Cyber Lab
Radio Training
Carpet

236th CCS



Federal Business
Opportunities

Home
Getting Started
Generate lists
Opportunities
Agencies
Privacy

Search more than **41,600*** active federal opportunities.

Period Date:
Last 30 Days
Set Default Date:
1 day

Place of Performance:
Any State or Territory
Type:
Large

Keywords:
Subcontract a
Agency:

Additional criteria and multiple selections are available on the [advanced search box](#).

*Notation appears within the top 50 lists.

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NOTES: If your account was de-activated after contacting the FBO, you must reset your password before resigning on the day of the call to prevent it from being disabled once again.

Buyers / Engineers

Government users can post, manage, and answer opportunities.

Username:

Vendors / Citizens

Vendors and citizens may search, monitor, and retrieve opportunities.

Username:

Learn more about the American Recovery and Reinvestment Act of 2009.

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GOVERNMENT CONTRACTS
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GSA Knowledge > eBuy > 101 > Request for Quote / Acquisition Database


 About eBuy



What is e-Buy?

eBuy is designed to facilitate the request for and submission of quotes or proposals for commercial products, services, and solutions offered through GSA Federal Supply Schedules and Governmentwide Acquisition Contracts (GWACs). Using the eBuy system, Federal Government buyers may propose and post an RFQ/NFP for specific products and services for a specified period of time. Once posted, contractors (vendors) may review the request and post a response.


eBuy is a simple online procurement tool to use. First, find a category and select vendors to personally notify (all vendors are notified if the RFQ/NFP is placed under a GWAC category). All vendors listed under the category selected can also review or quote in your request. Second, enter your requirements and specify the amount of time the RFQ should remain open. Contractors will receive email about your requirements and submit quotes in return.



Why Should I Use e-Buy?

e-Buy was designed to bring ease and versatility to online procurement, here is a sample of what can be done using e-Buy:

- Receive quotes on millions of products and services
- Find sources of supply
- Seek information
- Purchase complex requirements by attaching statements of work
- Request large dollar items
- Establish Bid-and-Purchase Agreement (BPA) pricing



What are the Benefits of e-Buy?

Take a look at some of the great benefits that both Federal buyers and Schedule Vendors can experience by using e-Buy:



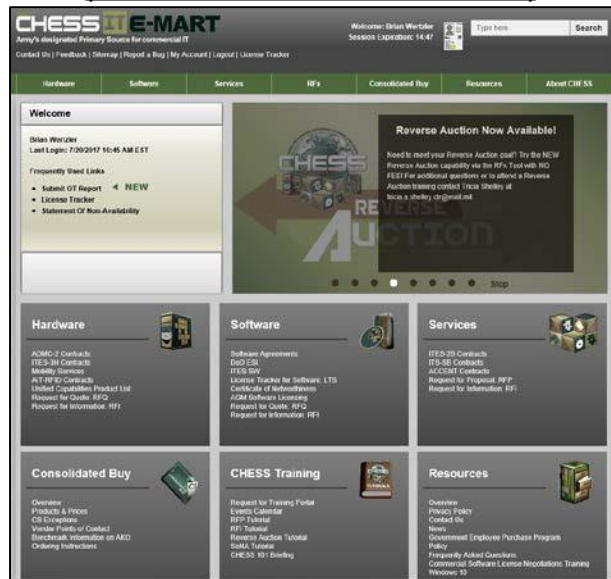
Federal Buyers:

- Save time and money by simplifying procurements online
- Ensure compliance with DOD Section 803 requirements
- Submit on-line modifications
- Forward RFQ/NFPs to others for review and purchase
- Attach customized documents



Schedule and GWAC contractors:

- Tap into a new large customer base for your products and services
- Increase sales
- Access to all RFQ/NFPs placed under categories for which you hold contracts
- Receive email notices of RFQ/NFP opportunities








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AFWay enables customers to order Information Technology (IT) hardware and software, and obtain the necessary approvals to make an IT purchase. AFWay provides a secure, efficient and convenient online shopping experience. Everything the customer needs is available, literally, at the click of a button.



NETCENTS App Services SB Vendors Graduating to App Services Full & Open

ALCON - Effective 21 June 2017, Ave (3) Application Services Small Business vendors and their corresponding contract numbers will be graduating into the Application Services Full and Open pool. These contract numbers will no longer be associated with the Application Services Small Business set of vendors in AFWay. — After midnight CST on 20 June 2017, these vendors will be ineligible to:

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The new order HOLD feature!!

The HOLD feature was added to allow Vendors to meet mandatory response times when an order is missing order information, without having to automatically decline the order. This could include, but is not limited to, Invalid Credit Card information, Insufficient Funds, Invalid Contact Information, Missing Documentation, etc. — When a Vendor places an order on HOLD, AFWay automatically:

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Questions

