



UNITED STATES PROPERTY & FISCAL OFFICER for OHIO

OHIO USPFO CONTRACTING BRIEF



Bradley Wahl, OHIO USPFO SCS



Ohio National Guard USPFO Contracting Units

Contracting units

AIR GUARD

121ST ARW

178TH AW

179TH AW


180TH FW

ARMY


OHARNG

121st Air Refueling Wing 


Location: Columbus
Strength: 1,200 Members
Leadership:
Col. Scott Lerdon
Chief Master Sgt. Troy R. Taylor
The 121st Air Refueling Wing continuously delivers worldwide air-to-air refueling, disaster response and combat support.

178th Wing 

Location: Springfield
Strength: 1,100 Members
Leadership:
Col. Kimberly A Fitzgerald
Chief Master Sgt. Scott Ross
The 178th Wing provides ready units to conduct intelligence, surveillance, reconnaissance and operations support to execute federal and state missions while maintaining an active involvement with the local community.

180th Fighter Wing 

Location: Toledo
Strength: 1,200 Members
Leadership:
Col. Michael DiDio
Chief Master Sgt. James Duty
The 180th Fighter Wing provides for America: protection of the homeland, effective combat power, and defense support to civil authorities, while developing Airmen, supporting their Families and serving in the community.

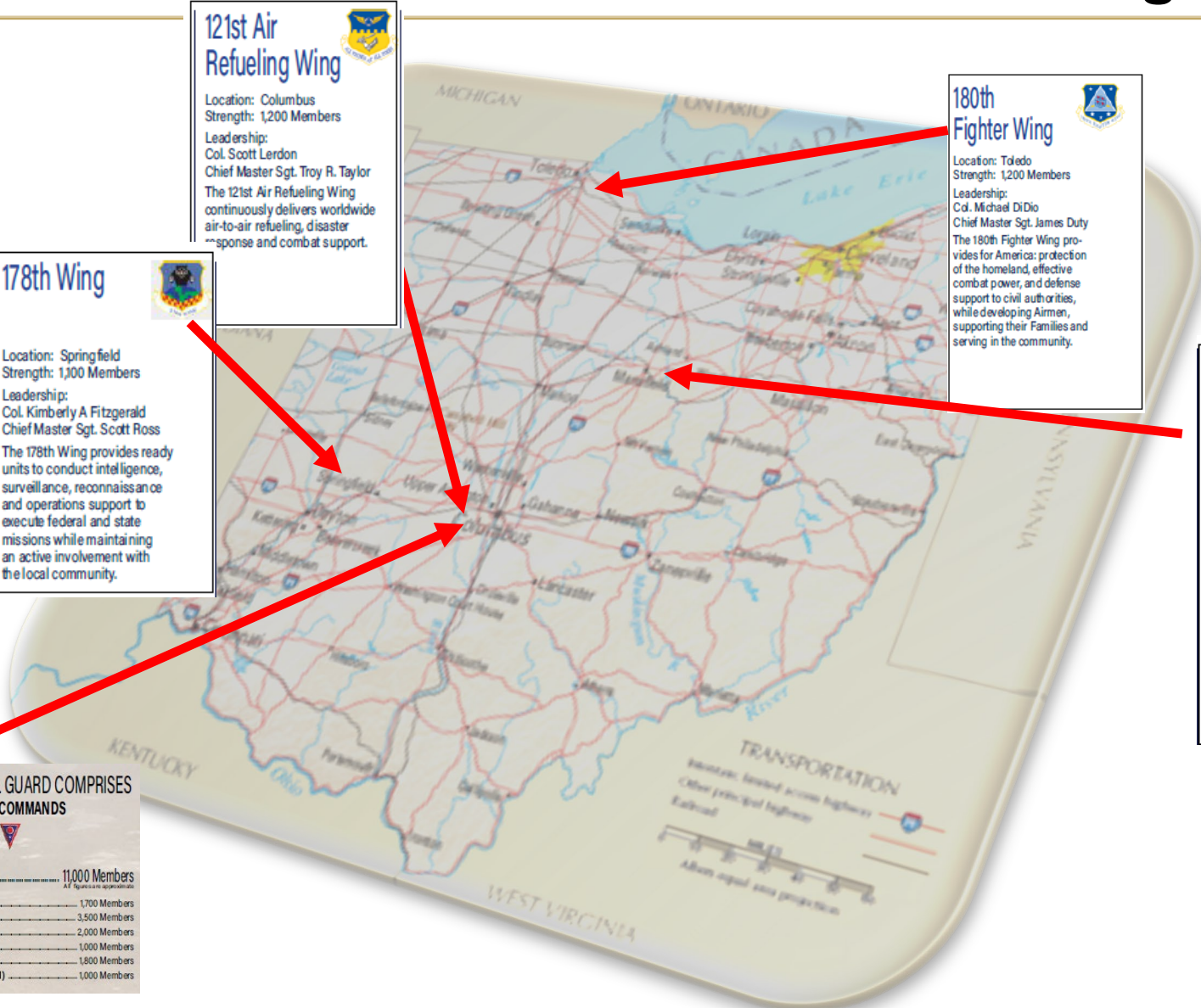
179th Airlift Wing 

Location: Mansfield
Strength: 1,000 Members
Leadership:
Col. Todd K. Thomas
Chief Master Sgt. Todd A. Hunt
The 179th Airlift Wing fulfills airlift missions by transporting personnel and cargo throughout the United States and the world. In addition, the 179th Airlift Wing participates in disaster relief efforts and other domestic emergencies as required. It is ready to deploy to overseas bases when directed by higher headquarters.

OHIO ARMY NATIONAL GUARD COMPRISES SIX MAJOR SUBORDINATE COMMANDS

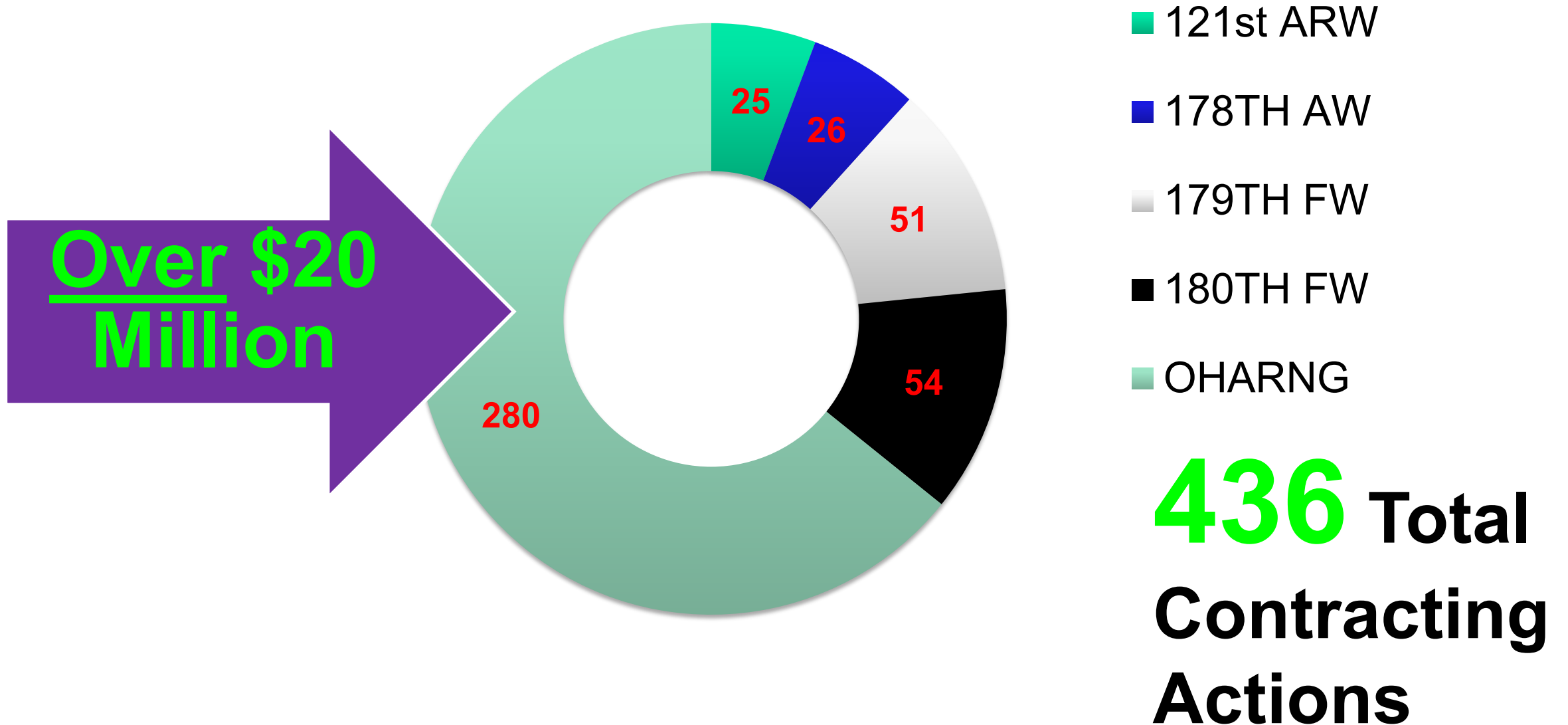


Total Assigned Strength	11,000 Members
16th Engineer Brigade	1,700 Members
37th Infantry Brigade Combat Team	3,500 Members
73rd Troop Command	2,000 Members
174th Air Defense Artillery Brigade	1,000 Members
371st Sustainment Brigade	1,800 Members
Special Troops Command (Provisional)	1,000 Members





FY21 OH USPFO CONTRACTING ACTIONS





Small Business Goals: 2021 **FACTS**

Of the 436 contract actions, 422 were eligible for small businesses.

Of the \$20,845,763 in dollars contracted, \$19,521,087 were eligible for small businesses.

Of that number **\$17,969,049** was awarded to small businesses in 2021.

Approximately **92%** of eligible dollars went to small businesses.

Surpassed Small Business Goals: FY18; FY19...



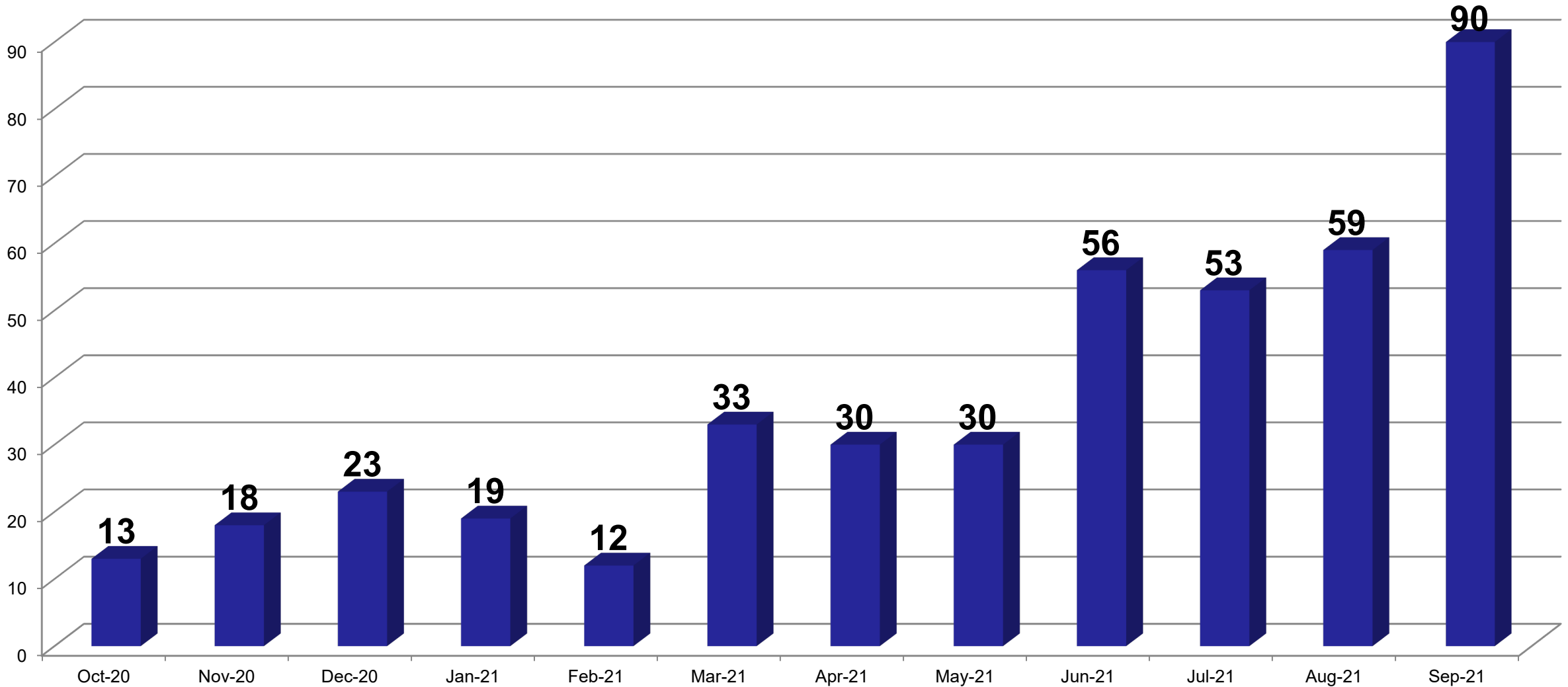
Putting the money where it **COUNTS**

Business Type	SBA GOAL	2021 OHIO	STATUS
Small Disadvantaged Business	20.00%	62.57%	
8a Businesses	N/A	15.83%	
Veteran Owned Small Business	N/A	29.36%	
Service Disabled Veteran Owned	9.00%	31.06%	
Women Owned	15.50%	31.09%	
HUB Zone	7.00%	20.54%	



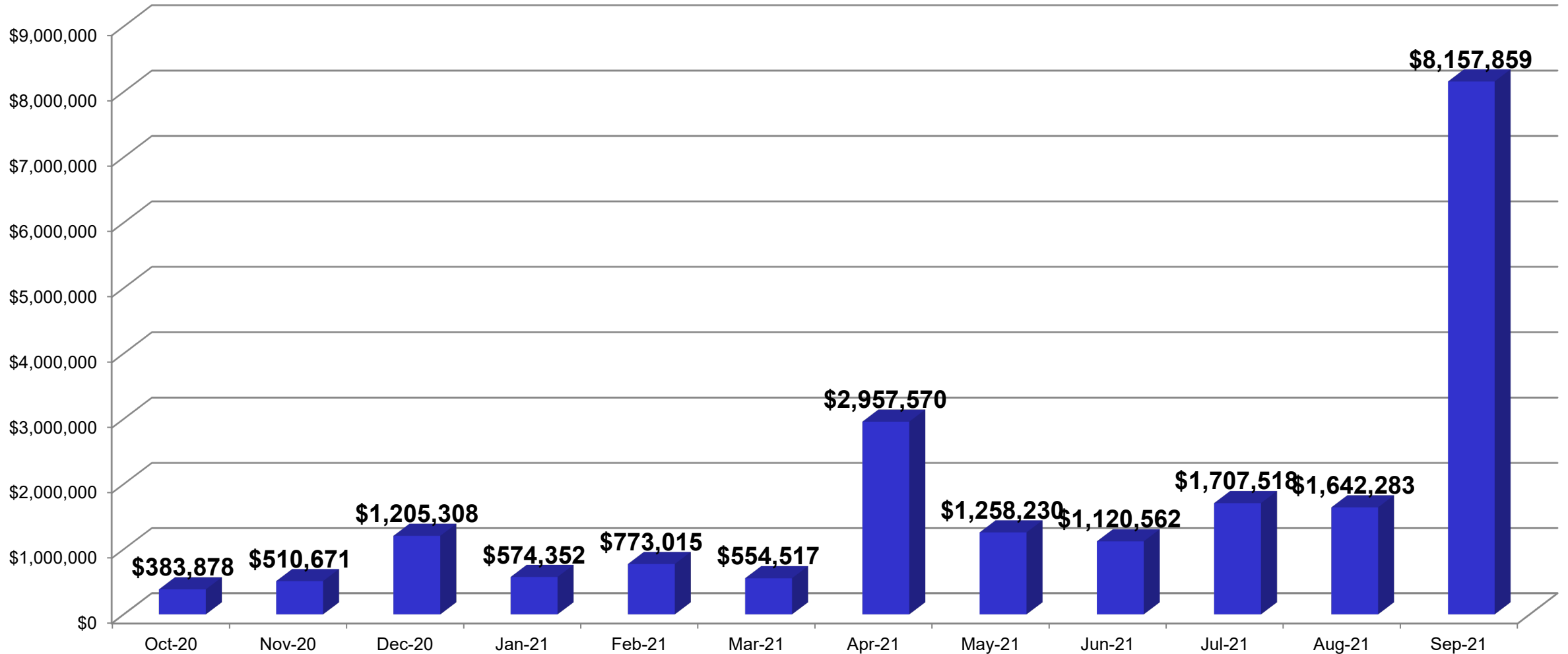
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2021 OH Statewide Contracting Actions /Month





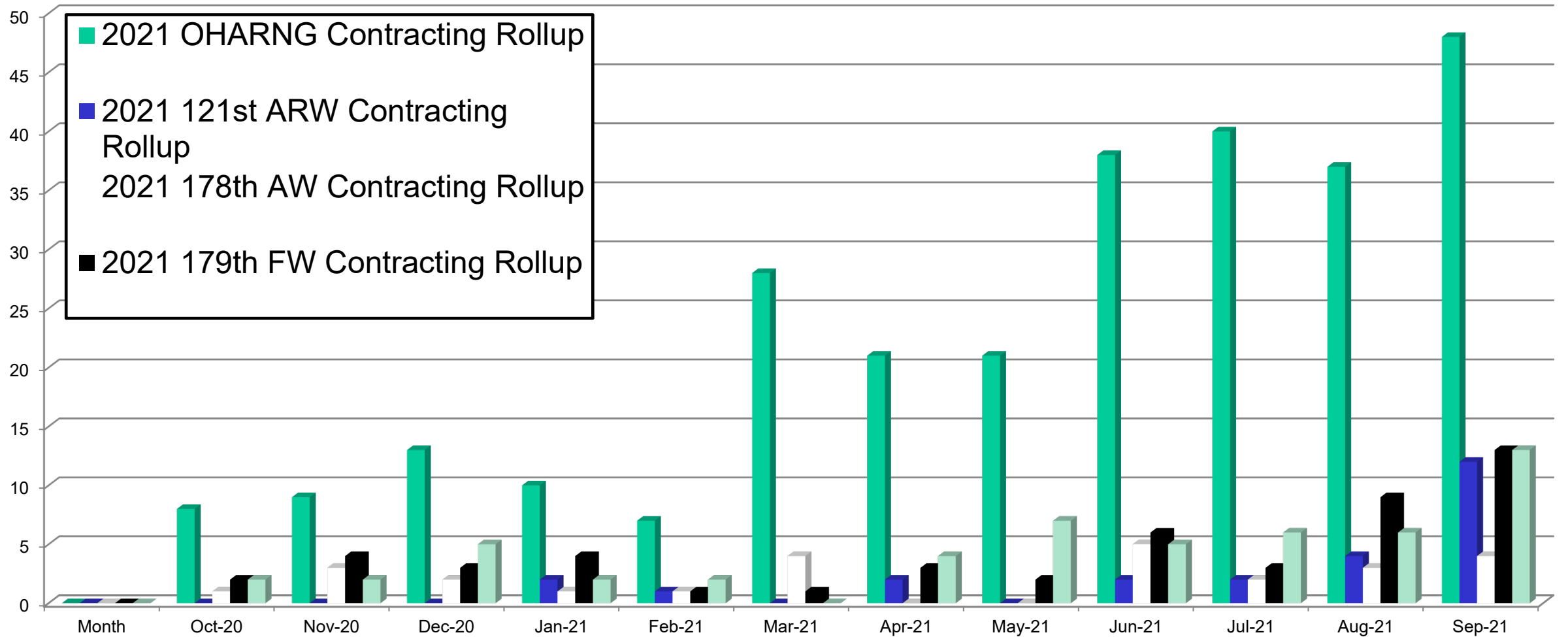
2021 OH Statewide Contract Dollars/Month



Total: \$20,845,763

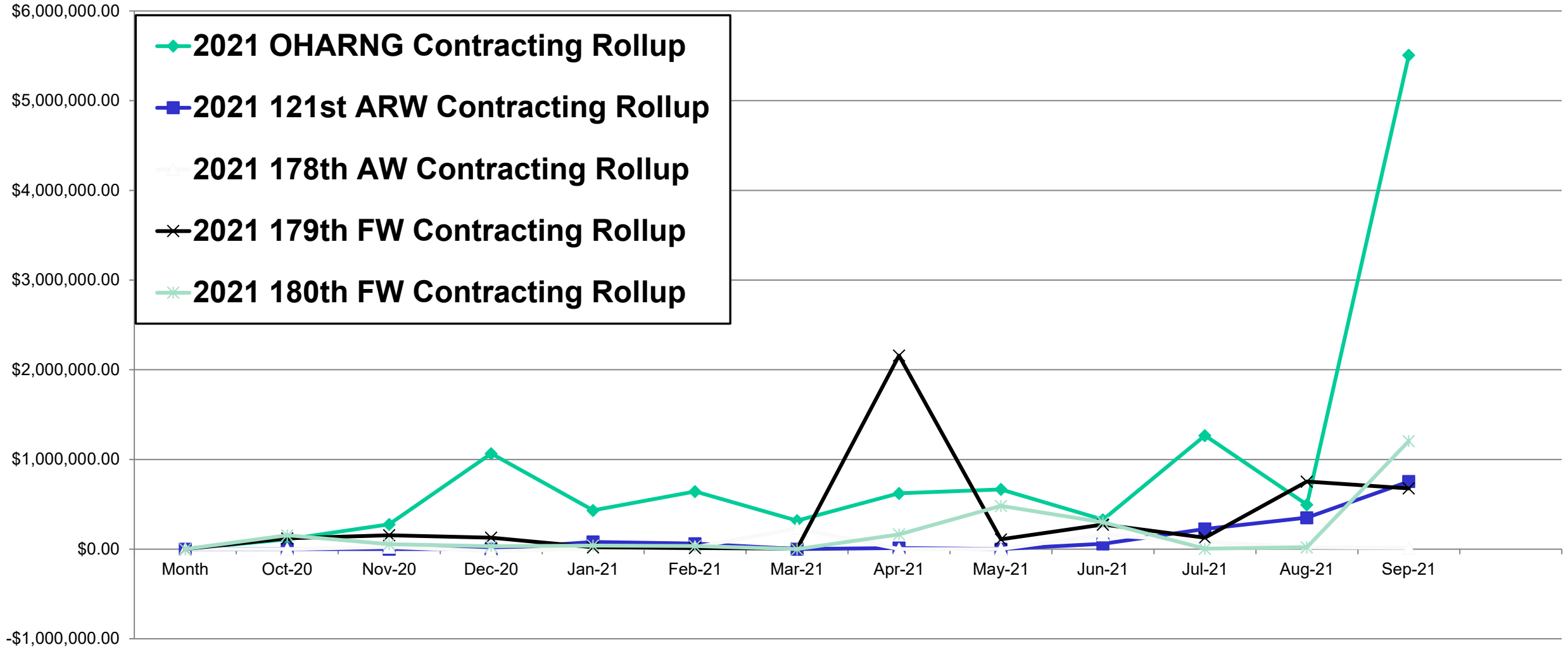


2021 OH Statewide Contracting Actions Unit/month





2021 OH Statewide Contracting Dollars unit month





OHIO USPFO FY22 DATA

Current FY Small Business %
91.29% 68.74% Goal

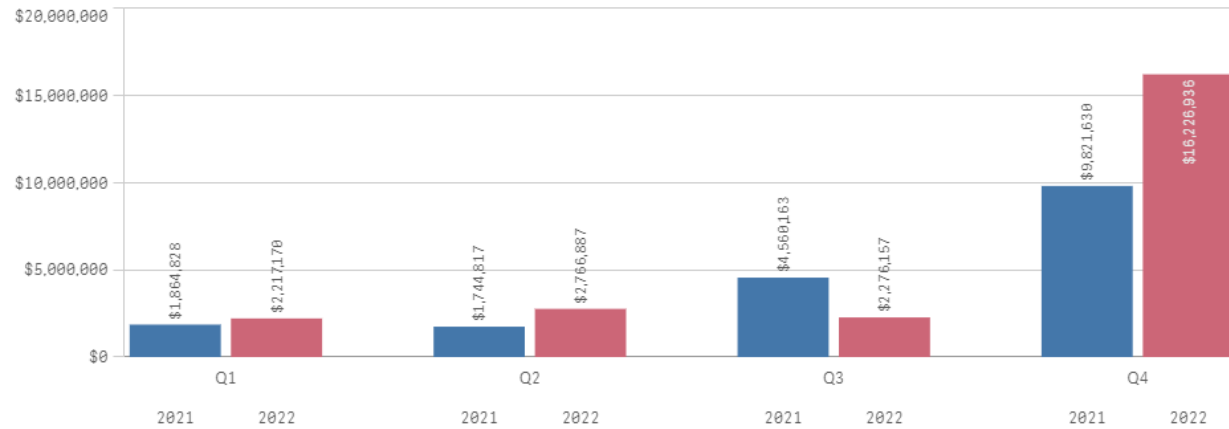
Current FY Small Disadvantag...
53.28% 49.12% Goal

Current FY SVC Disabled Veter...
33.53% 9.00% Goal

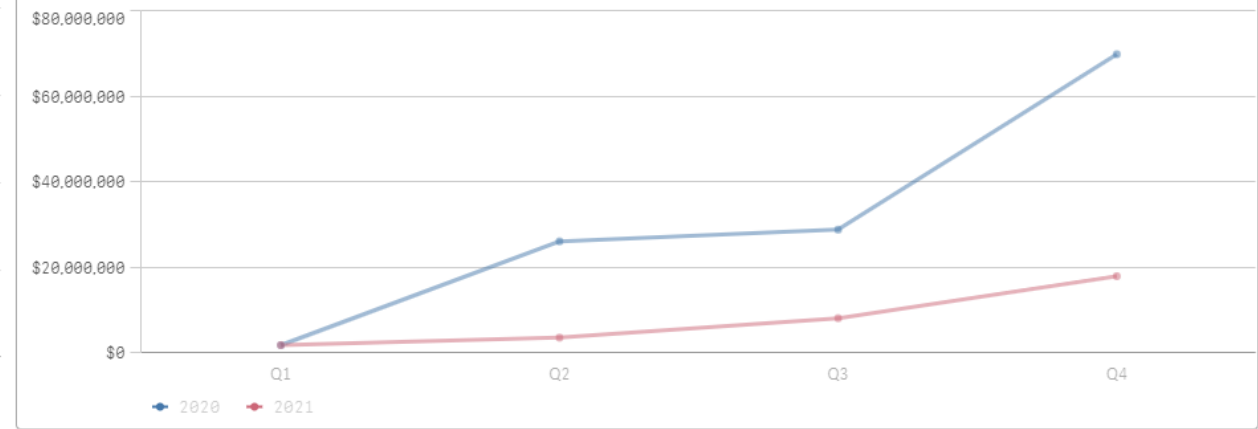
Current FY Women Owned %
25.81% 15.50% Goal

Current FY Hubzone %
9.89% 5.00% Goal

Small Business Dollars - Quarter Comparison by FY



Comparative Year to Date Small Business Achievements



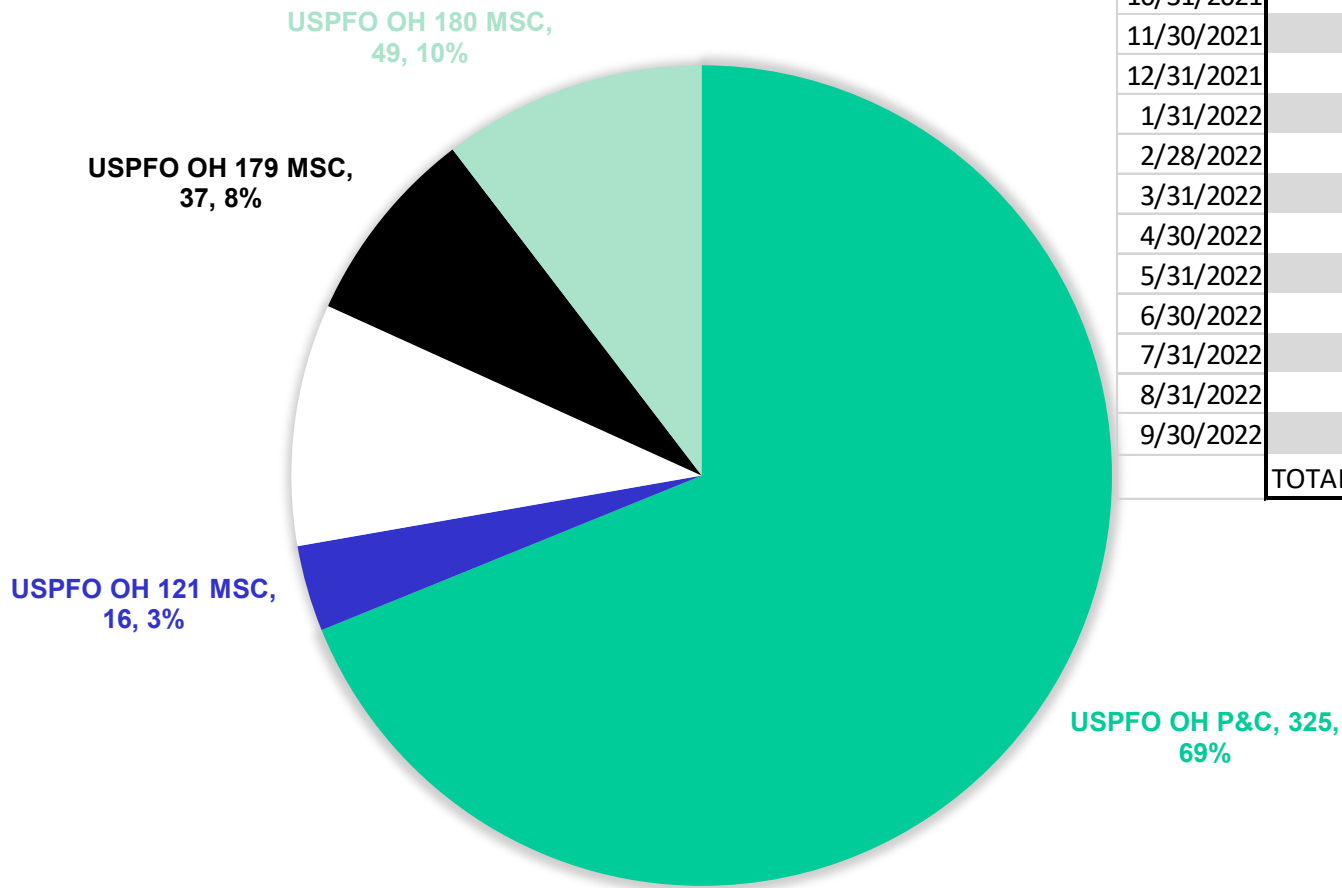
Small Business % By Quarter

Fiscal Year	Fiscal Year Quart...	Totals	Q1	Q2	Q3	Q4
2021		92.16%	98.81%	97.55%	88.12%	92.04%
2022		91.29%	98.21%	96.23%	90.96%	89.69%



FY22 Ohio USPFO Number of Actions

OHIO USPFO NUMBER OF ACTIONS
FY2022



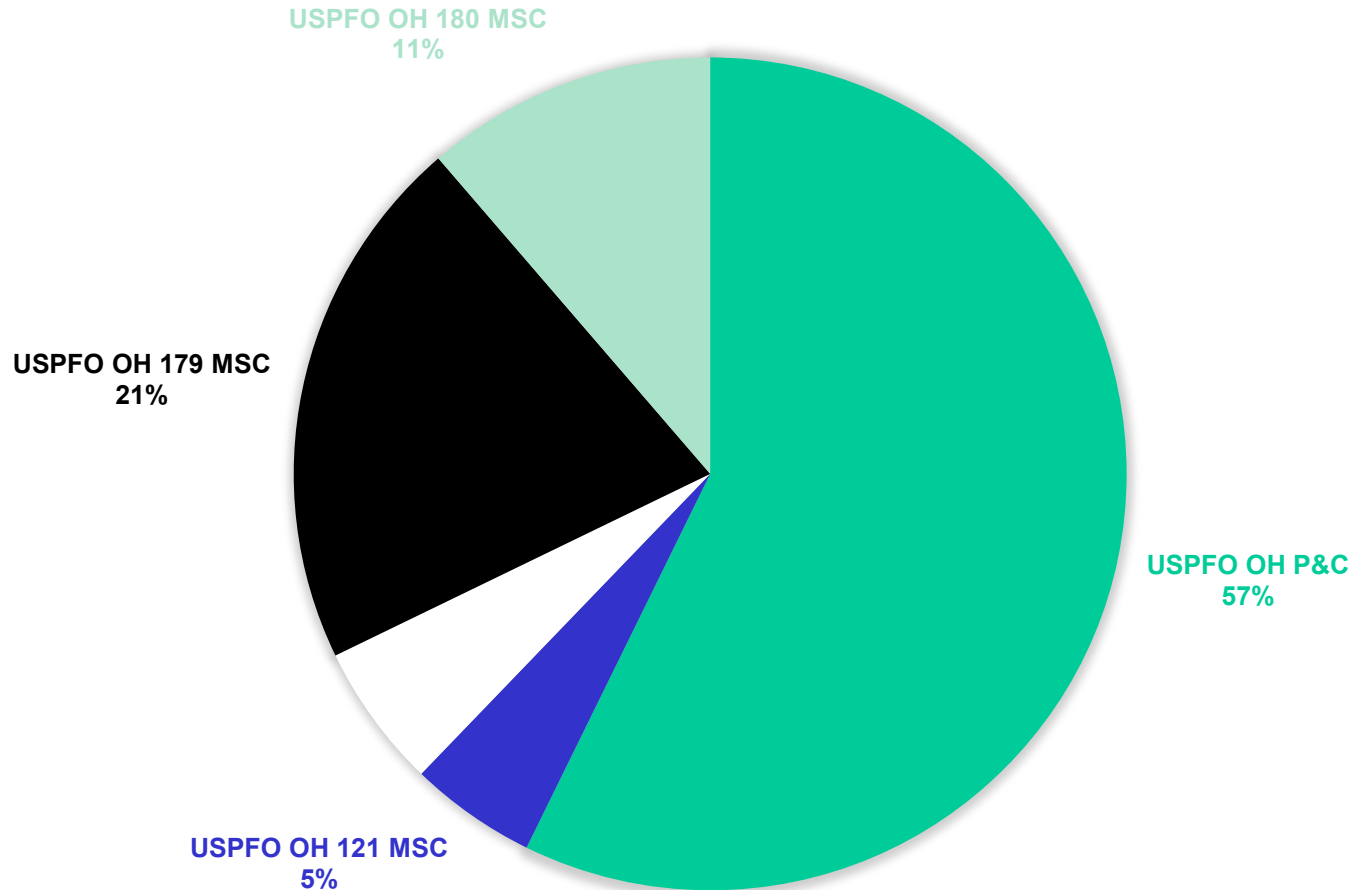
ACTIONS PER MONTH

	Month	USPFO OH P&C	USPFO OH 121 MSC	USPFO OH 178 MSC	USPFO OH 179 MSC	USPFO OH 180 MSC
10/31/2021	Oct-21	28	0	4	3	1
11/30/2021	Nov-21	27	0	5	1	4
12/31/2021	Dec-21	24	0	1	3	3
1/31/2022	Jan-22	18	1	6	4	3
2/28/2022	Feb-22	19	0	2	2	3
3/31/2022	Mar-22	23	0	3	7	2
4/30/2022	Apr-22	23	0	1	1	3
5/31/2022	May-22	29	0	4	0	4
6/30/2022	Jun-22	31	3	4	1	4
7/31/2022	Jul-22	37	3	3	0	1
8/31/2022	Aug-22	25	2	5	5	8
9/30/2022	Sep-22	41	7	7	10	13
	TOTAL 2022	325	16	45	37	49



FY22 Ohio USPFO Contracting Dollars

OHIO USPFO CONTRACTING DOLLARS
FY2022

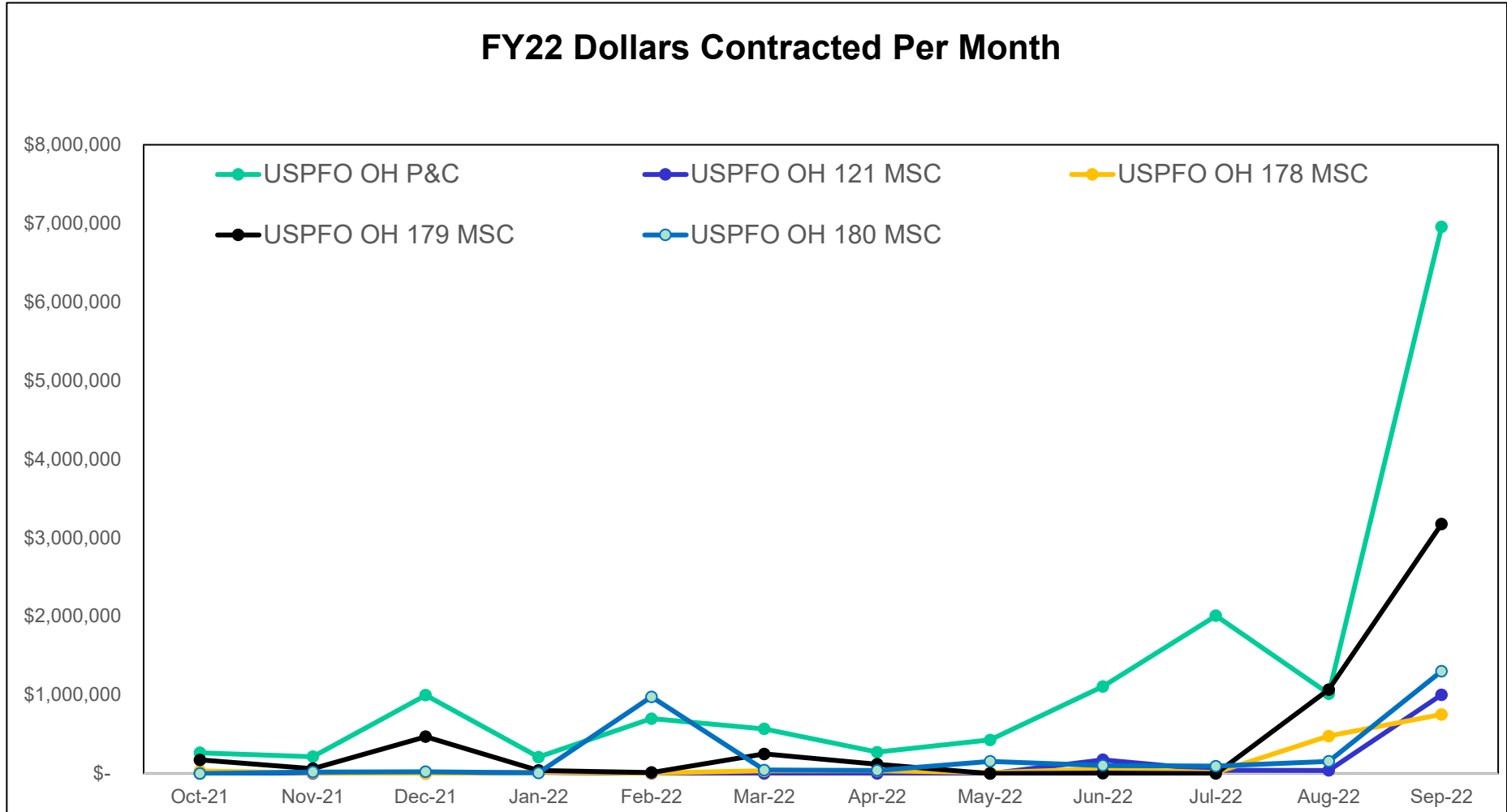


DOLLARS PER MONTH

Month	USPFO OH P&C	USPFO OH 121 MSC	USPFO OH 178 MSC	USPFO OH 179 MSC	USPFO OH 180 MSC
Oct-21	\$ 263,071	\$ -	\$ 31,056	\$ 172,846	\$ -
Nov-21	\$ 214,650	\$ -	\$ 8,563	\$ 61,150	\$ 19,537
Dec-21	\$ 996,713	\$ -	\$ -	\$ 467,599	\$ 22,356
Jan-22	\$ 209,446	\$ 14,445	\$ 19,635	\$ 38,839	\$ 7,798
Feb-22	\$ 697,708	\$ -	\$ 6,246	\$ 12,841	\$ 975,775
Mar-22	\$ 566,547	\$ -	\$ 33,770	\$ 249,133	\$ 43,104
Apr-22	\$ 272,149	\$ -	\$ 36,243	\$ 118,107	\$ 38,066
May-22	\$ 426,248	\$ -	\$ 12,060	\$ -	\$ 154,823
Jun-22	\$ 1,107,214	\$ 174,331	\$ 57,662	\$ 4,271	\$ 101,082
Jul-22	\$ 2,007,214	\$ 40,027	\$ 11,539	\$ -	\$ 92,544
Aug-22	\$ 1,015,082	\$ 38,225	\$ 476,435	\$ 1,068,211	\$ 154,403
Sep-22	\$ 6,957,253	\$ 1,002,301	\$ 751,338	\$ 3,174,777	\$ 1,302,239
TOTAL 2022	\$ 14,733,294	\$ 1,269,328	\$ 1,444,547	\$ 5,367,775	\$ 2,911,728
TOTAL	\$ 25,726,670				



FY22 Dollars per Month





Initial Steps

- Identify your NAICS code(s)
- Develop your business capabilities statement
- **Register in the System for Award Management (SAM) and the SBA Dynamic Small Business Search**
- Determine if your firm qualifies for SBA certifications (i.e., 8(a) SDB, HUBZone, SDVOSB or WOSB)
- Familiarize yourself with the Federal Acquisition Regulations (FAR)
- Explore subcontracting opportunities with prime contractors
- Market your firm to the right contacts



Other Notes/Topics

SAM.GOV

Current opportunities - Sources Sought/Who to contact?

We won't waste your time with unfunded obligations.

Be cognizant of Time/CYCLES/Seasons in government contracting

CPARS – What we look for.

FAR/DFARS – Why do we have all these regulations?



Point of Contact

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CONTRACTING OFFICER/SCS/COCO

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