

## Funding Opportunities from the National Park Service

by Max Franks, APAC Procurement Counselor

On May 24, the National Park Service held a small business seminar for the states of Missouri and Arkansas to discuss the forecast of projects for the remainder of the federal fiscal year. The Arkansas Procurement Assistance Center (APAC) attended to understand what projects would be available in the five National Park locations [based in Arkansas](#).

The National Park Service operates state-wide locations in Pea Ridge, Harrison, Gillet, Fort Smith, Hot Springs, Hope, and Garfield. There are several states that border Arkansas that also have National Park Service locations for businesses to market to and bid on federal projects. In Arkansas there are currently 19 projects that are considered construction related, from flooring, roofing, painting, as well as demolition and road maintenance.

How can you be aware of these projects from the [National Park Service](#) as well as any other federal opportunity in Arkansas? The first step is to make sure you are registered in the System for Award Management (SAM). In the seminar, the speaker reminded businesses of the federal requirements, with all government agencies and military bases, vendors must be registered in the SAM to be eligible to be awarded a federal contract.

This is the first step in contracting for all federal awards over \$3,500. The second step is to make sure the marketing section of the SAM, the SBA Supplemental page, is filled out with keywords for your products and services. Make sure to include a well written capabilities narrative explaining your company's abilities as well as references from a past commercial or government project you have worked on. The final piece of the process is to search for federal opportunities on the website Federal Business Opportunities ([FBO](#)). Once your company has completed these steps, the federal government can seek your company out for the most competition on each of the bids / funding opportunities.



*Photo of a man and woman paddling a canoe on the Buffalo National River. Photo Courtesy Arkansas Department of Parks and Tourism.*

One example of an available funding opportunity includes the release of the June 6<sup>th</sup> solicitation from the National Park Service at the Buffalo National River site near Marble Falls, Arkansas. They issued an opportunity for two exterior door replacements, [Solicitation P17PS01396](#) which

is due on June 30<sup>th</sup>. If your company is ready to enter the government marketplace, contact your local Procurement Technical Assistance Center. Let us help you with fine tuning your business with the tools to win government contracts, from the Dun & Bradstreet and SAM registration, to the Small Business Administration (SBA) certifications that agencies set aside opportunities, the Arkansas Procurement Assistance Center (APAC) has two offices state-wide to help you navigate the government contracting process. Check out our website and let the [Arkansas Procurement Assistance Center](#) help you with your government contracting needs.