



ABCs of Contracting

Cassandra Moseley
Ecosystem Workforce Program
University of Oregon

Timber Sale & Procurement Contracting

- Timber sale contracts
 - Dispose of federal property
- Procurement contracts
 - Purchase goods and services

Key differences

- Sale vs. purchase
- High bid vs. best value
- Minimum wage vs. prevailing wage
- All businesses vs. small businesses
- Timber staff vs. procurement specialist
- Code of Federal Regulations vs. Federal Acquisition Regulations

Best Value Procurement

- Past performance
- Technical capability & key personnel
- Technical proposal
- Price
- (Benefit to local community)

Hybrid Contracts

- Service contract with removal rights
- Service contract with embedded timber sale

Both are primarily service contracts

National Fire Plan Authorities

- Best value
 - Providing local & small business opportunities
 - Hiring and training workers
- Contracting with non-profits

End Results Stewardship Pilots

- Ecological Restoration and maintenance
- Pilot contracting authorities
- Multi-party monitoring

84 pilots across country
Including 7 in Oregon

Pilot Authorities

- Multi-year contracts
- Best value
- Designation by description
- Goods for services
- Retention of receipts

Ecosystem Management Contracting

- Deschutes National Forest
 - \$2 million in procurement contracts, FY 2001
- BLM in Deschutes & Crook Counties
 - \$1.2 million in procurement by State Office
- Forest Service, PNW Region
 - National Fire Plan ONLY, over \$10 million
- Ecosystem Management Industry in OR
 - \$0.5billion in payroll/year