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
  - $0.5 billion in payroll/year