

# Indian Affairs Presentation to 2024 Indian Country Business Summit

Presented by:

Brian Schoellkopf - Head of the Contracting Activity Nikolai Matoka - HQ Small Business Specialist Department of the Interior, Indian Affairs



# Agenda

- Overview of Indian Affairs
- The Buy Indian Act
- Indian Affairs and Department of the Interior Buy Indian Act Initiatives
- Successes & Accomplishments





United States.

### Background



#### **IA Includes:**

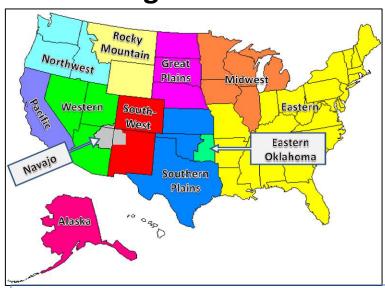
- The Assistant Secretary Indian Affairs (AS-IA)
- Bureau of Indian Affairs (BIA)
- Bureau of Indian Education (BIE)
- Bureau of Trust Funds Administration (BTFA)





# Indian Affairs Acquisition Offices

#### **BIA Regional Offices**



12 Regional BIA Offices responsible for each Region's requirements

#### **AS-IA (Central Office)**



Responsible for HQ offices, cross bureau, large dollar, and/or complex requirements, large construction and overflow from Regions

#### **Bureau of Indian Education**



183 Bureau-funded elementary and secondary schools 53 are BIE-operated and 130 are tribally-controlled.

BIE also directly operates 2 postsecondary institutions: Haskell Indian Nations University (HINU) and the Southwestern Indian Polytechnic Institute (SIPI).



### Indian Affairs

INDIAN







# The Buy Indian Act

25 U.S.C. § 47 - Provides DOI with the authority to set aside procurement contracts for Indianowned and controlled businesses to help meet DOI's mission and promote economic development opportunities in Indian Country.

For Indian Affairs Offices - <u>All procurements</u>, <u>regardless of dollar value</u>, must be considered for a set aside for Indian businesses to the maximum extent practicable









# The Buy Indian Act

# Interior's Commitment to Promoting **Economic** Development in Indian Country

#### June 1910 - Buy Indian Act Passed

Provides DOI with the authority to set aside procurement contracts for Indian-owned and controlled businesses.

# **December 2020 – Indian Community Economic Enhancement Act Passed**

Expanded contracting opportunities under the Buy Indian Act.

# April 2022 – DOI Issued Final Buy Indian Act Implementing Rule

Eliminated restrictions, expanded ability, granted preferences, and harmonized regulations with HHS.

# December 2022 – DOI Buy Indian Goaling Announced and Updated AAAP-0011 Issued

Advancing the President's effort to increase the share of government-wide contract dollars awarded to small disadvantaged businesses and underserved communities.





# Key Terms

#### Indian

A person who is an enrolled member of a Federally Recognized Indian Tribe.

#### **Federally Recognized Indian Tribe**

An Indian Tribe, band, nation, or other Federally recognized group or community on the List of Federally Recognized Tribes. This definition includes any Alaska Native regional or village corporation under the Alaska Native Claims Settlement Act (ANSCA).

Tribal Leader Directory: <a href="https://www.bia.gov/service/tribal-leaders-directory/federally-recognized-tribes">https://www.bia.gov/service/tribal-leaders-directory/federally-recognized-tribes</a>

#### **List of Federally Recognized Tribes in the Federal Register:**

https://www.federalregister.gov/documents/2024/01/08/2024-00109/indian-entities-recognized-by-and-eligible-to-receive-services-from-the-united-states-bureau-of



# Who Qualifies

- Indian Economic Enterprise (IEE)
  - Enterprise must be majority (51%) owned by an Indian or Tribe
    - If Indian: must be enrolled in a federally recognized tribe
    - If Tribe: must be federally recognized
  - Indian or Tribe must receive the majority of the profit
  - Day-to-Day operations of the enterprise must be run by an Indian
- Indian Small Business Economic Enterprise (ISBEE)
  - Must meet all requirements of an IEE
  - Must meet the Small Business Administration requirements under the awarding North American Industry Classification System (NAICS) code
- Self certification/representation process (DIAR 1452.280-4)



### Indian Affairs





Nikolai Matoka: HQ Small Business Specialist







### Indian Affairs' Focus (FY18 – 24)

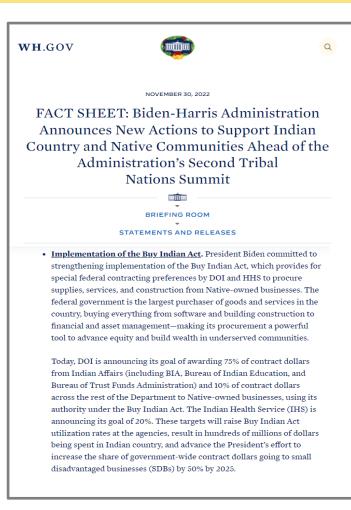
- Maximized opportunities for ISBEE's and IEE's
- Increased the amount of money obligated to Indian owned businesses by 481% (\$412.6M) over the last 7 fiscal years!
  - FY18 38% of obligations
  - FY24 75% of obligations
- We did this by focusing our efforts in three areas:
  - Accountability "Making people go do it"
  - Education & Engagement "Making government officials and Indian business aware and informed"
  - Building Indian focused Smart acquisition Vehicles "Making it easier to do"





#### **DOI-Wide Initiatives**





- Promote economic development opportunities in Indian Country
- DOI Indian Small Business Economic Enterprise (ISBEE) goals
  - Prime Contracting 10% (Non-Indian Affairs Bureaus)
  - Subcontracting 5%
  - Bureau specific goals
- New in FY24
  - All DOI contracting series employees are now required to take Buy Indian Act training every 2years
  - DOI Contracting Officers now include market research analysis to determine if their requirement could be an ISBEE set-aside
  - DOI Contracting Officers must ensure ISBEE subcontract goals are included in subcontracting plans



### Policy & Engagement



- DOI-wide acquisition policy clarifying use of the Act's set aside authorities implemented in FY23
- Established DOI-wide ISBEE prime contract and subcontract goals at 10% and 5% respectively
  - Goals are included in the performance plans of all covered DOI senior executives' performance plans for FY23 and FY24
  - Mandatory Buy Indian Act Training for DOI Acquisition workforce
- Monthly calls with Native American APEX Accelerators
- Participated in several regional Indian small business events
- IA engages with all other DOI bureaus' acquisition leadership to serve as advocates for ISBEE set-asides



#### **Education & Tools**



- Buy Indian Act Course
  - Online and available both internal and external to DOI
- Native American Businesses in SAM.gov Dashboard
  - Consolidates info on over 10,000 Native American vendors
  - Market research and policy enforcement when deviations requested
- Buy Indian in SAM.gov (BISAM) bia.gov/bisam
  - Allows vendors to find ISBEE and IEE set-asides posted on SAM.gov
- Indian Affairs Buy Indian Dashboard
  - Tracks IEE/ISBEE obligations for Indian Affairs
- DOI ISBEE Performance Dashboard
  - Tracks ISBEE obligations by DOI bureau
- DOI-Wide ISBEE Set-Asides Contracts
  - Construction, IT, Professional and non-Professional support services
  - Some also available for IHS use





# Education/Tools/Resources

### Buy Indian System for Award Management (BISAM)

Find Opportunities			
Organization  -Select -   Posted Date  Within the past 30 days  Response/Date Offers Due  -Select -   Title Text	Set Aside  -Select -  North American Industry Classification System (NAICS) Code  -Select -  Product and Service (PSC) Code  -Select -  Place of Performance (State)  -Select -	•	Notice Type  Justification (J&A)  Presolicitation  Award Notice  Sources Sought  Special Notice  Solicitation  Combined Synopsis/Solicitation
Search Reset  141 opportunities found			

https://www.bia.gov/bisam



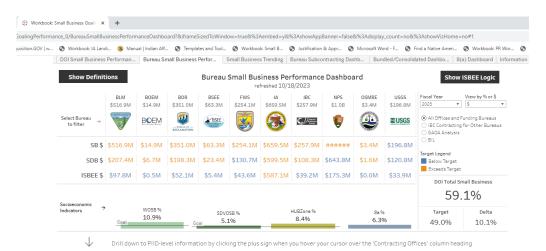


# Education/Tools/Resources











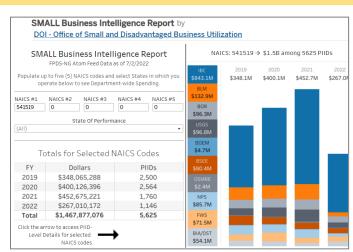


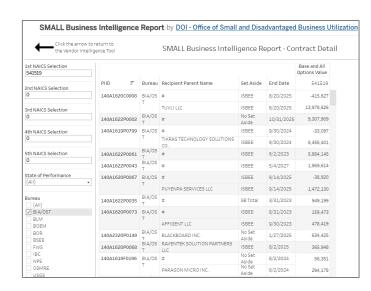
## DOI Small Business Intelligence Tool

# https://www.doi.gov/pmb/osdbu/small-business-intelligence-tool

- The DOI Small Business Intelligence Tool is designed to help small businesses identify opportunities at DOI
- Each data run can examine 5 vendor-specific NAICs codes
- Identify size of market at DOI
- Identify DOI and bureau spending patterns
- Reveal expiring contracts to target incumbents

Questions about the tool? Email the DOI OSDBU at DOI OSDBU@ios.doi.gov









### Strategic Contract Implementation



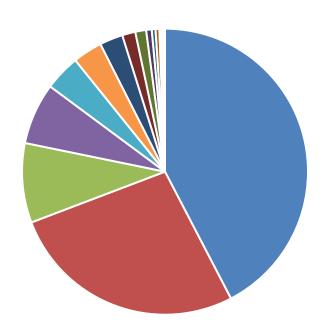
- Employed category management strategies to award strategically sourced ISBEE/IEE set aside IDIQ's (available to IA, DOI and IHS)
  - Construction: 13 awardees, \$1.5B ceiling
  - Demolition: 6 awardees, \$200M ceiling
  - Business Support Services: 19 awardees, \$200M ceiling
  - Professional Management and Industrial Engineering Consulting Services: 11 awardees, \$95M ceiling
  - IT Support Services: 10 awardees, \$500M ceiling
- New in FY25/26:
  - Information Technology Equipment Manufacturer Specific (ITEMS)
  - Regional Multiple Award Construction Contracts (MATOC)





# **DOI Industry Sector Spend (FY24)**

<b>3446 246 264</b>	
NAICS Industry Sector	FY24 Spend (\$M)
Professional, Scientific and Technical Services	3,669
Construction	2,325
Administrative and Support and Waste Services	779
Manufacturing	601
Agriculture, Forestry, Fishing and Hunting	351
Information	288
Transportation and Warehousing	228
Educational Services	129
Mining	106
Utilities	55
Health Care and Social Assistance	37
Other Services (except Public Administration)	37
Public Administration	19
Real Estate Rental and Leasing	16
Accommodation and Food Services	8
Finance and Insurance	7
Arts, Entertainment, and Recreation	4
Retail Trade	1
Wholesale Trade	0



- Professional, Scientific and Technical Services
   Construction
- Administrative and Support and Waste Services
   Manufacturing
- Agriculture, Forestry, Fishing and Hunting
- Transportation and Warehousing
- Mining
- Health Care and Social Assistance
- Public Administration
- Accommodation and Food Services
- Arts, Entertainment, and Recreation
- Wholesale Trade

- Information
- Educational Services
- Utilities
- Other Services (except Public Administration)
- Real Estate Rental and Leasing
- Finance and Insurance
- Retail Trade

19





# IA PSC Spend (FY24)

PSC PSC	FY24 Spend
CONSTRUCTION OF SCHOOLS	\$175,758,505.45
SUPPORT- PROFESSIONAL: OTHER	\$ 49,731,667.92
CONSTRUCTION OF DAMS	\$ 24,975,735.72
SUPPORT- ADMINISTRATIVE: OTHER	\$ 21,303,161.81
EDUCATION/TRAINING- GENERAL	\$ 19,255,289.80
REPAIR OR ALTERATION OF OTHER ADMINISTRATIVE FACILITIES AND SERVICE BUILDINGS	\$ 18,455,423.78
UTILITIES- ELECTRIC	\$ 14,025,660.61
CONSTRUCTION OF MISCELLANEOUS BUILDINGS	\$ 13,984,826.50
IT AND TELECOM- FACILITY OPERATION AND MAINTENANCE	\$ 13,057,102.41
SUPPORT- PROFESSIONAL: ENGINEERING/TECHNICAL	\$ 11,379,927.15
IT AND TELECOM - END USER: HELP DESK;TIER 1-2,WORKSPACE,PRINT,OUTPUT,PRODUCTIVITY TOOLS (HW/PERP SW)	\$ 11,263,141.28
MEAT, POULTRY, AND FISH	\$ 11,209,868.86
REPAIR OR ALTERATION OF SCHOOLS	\$ 10,004,059.42
ARCHITECT AND ENGINEERING- GENERAL: OTHER	\$ 9,626,837.39
IT AND TELECOM- INTERNET	\$ 9,010,449.95
ARCHITECT AND ENGINEERING- CONSTRUCTION: DAMS	\$ 8,663,497.29
IT AND TELECOM - PLATFORM SUPPORT SERVICES: DATABASE, MAINFRAME, MIDDLEWARE (LABOR)	\$ 7,842,549.38
CONSTRUCTION OF RECREATION FACILITIES (NON-BUILDING)	\$ 7,429,327.31
ARCHITECT AND ENGINEERING- CONSTRUCTION: OTHER CONSERVATION AND DEVELOPMENT FACILITIES	\$ 6,758,288.06
IT AND TELECOM - IT MANAGEMENT SUPPORT SERVICES (LABOR)	\$ 6,702,505.39





### DOI PSC Spend (FY24)





# IA ISBEE Spend (FY22-FY24)

PSC	ISBEE %
CONSTRUCTION OF SCHOOLS	100.0%
ARCHITECT AND ENGINEERING- CONSTRUCTION: OTHER CONSERVATION AND DEVELOPMENT FACILITIES	100.0%
CONSTRUCTION OF MISCELLANEOUS BUILDINGS	99.8%
SUPPORT- ADMINISTRATIVE: OTHER	99.7%
IT AND TELECOM- FACILITY OPERATION AND MAINTENANCE	99.5%
IT AND TELECOM - IT MANAGEMENT SUPPORT SERVICES (LABOR)	99.3%
SALVAGE- DEMOLITION OF STRUCTURES/FACILITIES (OTHER THAN BUILDINGS)	99.0%
IT AND TELECOM - END USER: HELP DESK;TIER 1-2,WORKSPACE,PRINT,OUTPUT,PRODUCTIVITY TOOLS (HW/PERP SW)	97.7%
REPAIR OR ALTERATION OF OTHER ADMINISTRATIVE FACILITIES AND SERVICE BUILDINGS	96.7%
REPAIR OR ALTERATION OF SCHOOLS	96.6%
CONSTRUCTION OF DAMS	91.7%
IT AND TELECOM - PLATFORM SUPPORT SERVICES: DATABASE, MAINFRAME, MIDDLEWARE (LABOR)	87.8%
ARCHITECT AND ENGINEERING- GENERAL: OTHER	70.6%
SUPPORT- PROFESSIONAL: OTHER	52.4%
SUPPORT- PROFESSIONAL: ENGINEERING/TECHNICAL	50.3%
EDUCATION/TRAINING- GENERAL	14.5%
ARCHITECT AND ENGINEERING- CONSTRUCTION: DAMS	0.0%
UTILITIES- ELECTRIC	0.0%
IT AND TELECOM- INTERNET	0.0%
MEAT, POULTRY, AND FISH	0.0%



# DOI ISBEE Spend (FY22-FY24)

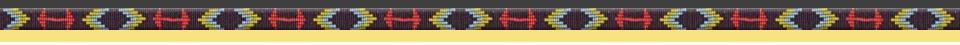
PSC	ISBEE %
CONSTRUCTION OF OFFICE BUILDINGS	23.0%
SUPPORT- PROFESSIONAL: PROGRAM MANAGEMENT/SUPPORT	22.8%
REPAIR OR ALTERATION OF RESTORATION OF REAL PROPERTY (PUBLIC OR PRIVATE)	17.7%
NATURAL RESOURCES/CONSERVATION- WILDHORSE/BURRO CONTROL	15.1%
CONSTRUCTION OF OTHER ADMINISTRATIVE FACILITIES AND SERVICE BUILDINGS	13.9%
CONSTRUCTION OF OTHER NON-BUILDING FACILITIES	11.7%
SUPPORT- PROFESSIONAL: OTHER	11.3%
CONSTRUCTION OF WATER SUPPLY FACILITIES	7.5%
IT AND TELECOM- OTHER IT AND TELECOMMUNICATIONS	6.9%
NATURAL RESOURCES/CONSERVATION- FOREST-RANGE FIRE SUPPRESSION/PRESUPPRESSION	6.3%
IT AND TELECOM - BUSINESS APPLICATION/APPLICATION DEVELOPMENT SUPPORT SERVICES (LABOR)	6.2%
CONSTRUCTION OF OTHER UTILITIES	5.9%
IT AND TELECOM - BUSINESS APPLICATION/APPLICATION DEVELOPMENT SOFTWARE AS A SERVICE	5.2%
REPAIR OR ALTERATION OF DAMS	1.5%
ARCHITECT AND ENGINEERING- GENERAL: OTHER	0.5%
TRANSPORTATION/TRAVEL/RELOCATION- TRAVEL/LODGING/RECRUITMENT: PASSENGER AIR CHARTER	0.4%
SUPPORT- PROFESSIONAL: LEGAL	0.0%
SOCIAL- OTHER	0.0%
IT AND TELECOM - TELEPROCESSING, TIMESHARE, CLOUD COMPUTING, AND HIGH PERFORMANCE COMPUTING	0.0%
ARCHITECT AND ENGINEERING- GENERAL: ENGINEERING DRAFTING, NOT CAD/CAM	0.0%

Of the top 20 PSC codes for FY22-FY24, this is the percent that went ISBEE





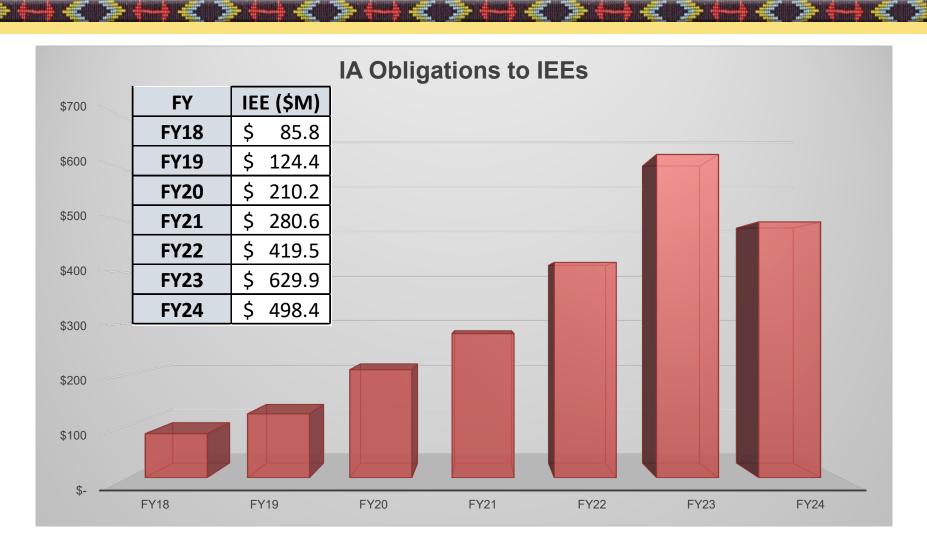




# RESULTS



# Native American Obligations FY18 through FY24







# 2023 White House Tribal Nations Summit - Buy Indian Act

**Success Story** 

White House Statement: Fostering Community

Development in Rural and Tribal Communities through the

Buy Indian Act







# Questions?



# Contact Information

# Brian Schoellkopf Head of the Contracting Activity

Email: Brian.Schoellkopf@bia.gov

Nik Matoka HQ Small Business Specialist

Email: Nikolai.Matoka@bia.gov