

SUCCESS STORY: MCDANIEL FARMS

2018 Government Contractor of the Year



REPORT DATE

- › March, 2019

INDUSTRY

- › NAICS 112420: Goat Farming

CONSULTING

- › SAM Registration
- › Proposal assistance

RESULTS

- › Five contracts with Department of Interior and Dept. of Agriculture.
- › Five-year goat grazing contract with National Forest Service

The ability to secure more than a dozen government contracts since first contacting the NBDC Procurement Technical Assistance Center (PTAC) for advice and assistance has enabled Amber McDaniel to significantly grow her livestock and hay brokerage business in 2018.

McDaniel Farms is a diversified, sustainable agriculture enterprise located near Sargent, Neb. The farm incorporates production of livestock (cattle and goats), prescriptive goat grazing, and the production and sale of quality hay.

In August 2017, McDaniel was referred by the Small Business Administration district office in Omaha to Chuck Beck, a government contracting specialist for PTAC with the NBDC office at the University of Nebraska at Kearney. "As a service disabled veteran, Amber was interested in contracting goat grazing services to federal agencies and knew that she would need market research to help guide her efforts," Beck recalls.

Beck reviewed McDaniel Farms' System for Award Management (SAM) registration and noted that it was limited to "Federal Assistance Awards Only." He also identified other potential issues when reviewing the SAM registration and brought them to McDaniel's attention.

"Chuck helped change my SAM registration to include contracting, and he helped set up a BidMatch profile to receive notifications of contracts suited to my business," McDaniel says.

Within two weeks of the initial request for assistance, McDaniel asked Beck to review sections of a solicitation that McDaniel Farms was planning to bid on. Beck provided feedback regarding the proposal, and helped guide McDaniel through updating her SAM Registration so that she was registered to do business with federal agencies.

Since May 2018, McDaniel has won a total of five contracts with the Department of the Interior and the Department of Agriculture. One of her most recent successes is a five-year goat grazing contract with the National Forest Service.

McDaniel says Beck's knowledge and experience, and the PTAC services, have made a positive impact by identifying opportunities for her small business. "If I didn't have Chuck's advice, I doubt I would have any federal contracts," she says. "He helped align my business and capabilities into the federal system."

Beck continues to check on McDaniel and her progress. "He still mentors me and is always looking for different opportunities, locally and regionally," McDaniel says. "He is very responsive, too. Whether I send him an email or leave him a voicemail, he always gets right back to me. I would have been lost without his help."

CONSULTANTS: CHUCK BECK | CUSTER | STATE SENATE DISTRICT 36 | CONGRESSIONAL 3