



SMALL BUSINESS SUCCESS STORY

SUMMER CAMP WINS CONTRACT WITH THE AIR NATIONAL GUARD

BACKGROUND

Camp Redwood Director Jon Estis was approached by a Major of the Steward Air National Guard Base with an opportunity. She wanted the camp to host a day event for the children of the personnel serving on the base.

Camp Redwood, which is veteran-owned and a small business was eager to host the event. However, to host the event, Camp Redwood needed to get registered as a federal contractor in the System for Award Management (SAM).

Jon, like most small business owners, was unfamiliar with the SAM registration process. To get properly registered, he needed a solution that was both cost and time-effective.

SOLUTION

The same Major who approached Jon with the opportunity also pointed him toward US Federal Contractor Registration (USFCR). USFCR's SAM Registration Service was designed to help businesses of all industries and sizes get in compliance for federal contracting.

First, Jon filled out a worksheet and submitted it to USFCR's Case Management team. Then, a USFCR Case Manager verified the business information he had provided on the sheet. If Jon needed any assistance gathering his information, Case Management would be there to assist him over the phone.

ABOUT CAMP REDWOOD INC.

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Camp Redwood Inc. is a children's camp based out of Walden, New York. For 57 seasons, they've offered outdoors experience just an hour outside of NYC. With USFCR's SAM Registration Service, they were able to get in compliance to host a family event for the Steward Air National Guard base.



WHEN THE OPPORTUNITY CAME UP, I WAS INFORMED THAT IN ORDER TO PARTICIPATE I HAD TO GET REGISTERED IN SAM.

JON ESTIS | CAMP DIRECTOR

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With correct information collected and verified, Camp Redwood's application for SAM was submitted and processed. The business was now eligible for contracts with the U.S. federal government.

As part of this service, USFCR checked the business's qualifications for set-asides. Since Camp Redwood is veteran-owned and meets the Small Business Administration's (SBA) size standards, they were qualified for the Veteran-Owned Small Business (VOSB) set-aside. As an additional service, USFCR provided assistance and support for getting Camp Redwood this designation for federal contracting.

OUTCOME

Since USFCR's SAM Registration Service was time and cost effective, Camp Redwood was registered in time for the family event. From that point forward, Camp Redwood was eligible for more contracts with the U.S. federal government. They had access to USFCR's Advanced Procurement Portal (APP) to simplify the search process for further opportunities.

USFCR's services did not just provide a benefit to Camp Redwood. Since the business was officially registered as VOSB, the Department of Defense was able to get closer to reaching its quota for its spending on VOSBs.



BEFORE WORKING WITH USFCR, GOVERNMENT CONTRACTING WAS ALL GREEK TO ME, SO TO SPEAK.

JON ESTIS | CAMP DIRECTOR

BENEFITS

Camp Redwood Inc. was provided these services from USFCR.

SAM REGISTRATION SERVICE

- GUARANTEED COMPLIANCE FOR FEDERAL CONTRACTS
- VERIFIED VENDOR SEAL
- DYNAMIC SMALL BUSINESS SEARCH (DSBS) OPTIMIZATION



VETERAN-OWNED BUSINESS REGISTRATION

- FULL-SERVICE SDVOSB APPLICATION AND REVIEW
- VETBIZ PROFILE SETUP



ADVANCED PROCUREMENT PORTAL

- OPPORTUNITY SEARCH
- LIVE CONTRACT UPDATES
- GOVERNMENT CRM



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