

Disaster Recovery Government Contracting Quick Reference Guide

	Guidance
Definitions	<ul style="list-style-type: none"> • Emergency: Geographically isolated man-made or natural calamity. • Disaster: A large-scale emergency that results in severe property damage, deaths, or multiple injuries. • Catastrophe: A large- scale disaster that results in mass casualties and damage.
Task	
Prepare	<p>The best time to prepare to compete for government contract recovery opportunities from a disaster or emergency is before the event occurs.</p> <ul style="list-style-type: none"> • Local and State governments procure a large quantity of Products and Services before and directly after a disaster. Evaluate government disaster procurement needs based on your company's capabilities to respond and deliver.
Register as a Federal Vendor in SAM and FEMA	<ul style="list-style-type: none"> • Register as a vendor for Federal Contract Awards in SAM.gov (https://www.sam.gov/). Be sure to select "Yes" in response to the registration question – "Do you wish to be included in the Disaster Response Registry?" • If you are looking for federal bid notices, then you must understand how to locate the opportunities in the SAM domain - Contract Opportunities: SAM.gov Search • You will find information on how FEMA awards contracts during a disaster at the agency's Doing Business with FEMA site: • https://www.fema.gov/business-industry/doing-business.
Register as a Vendor with State and Local Government Agencies	<ul style="list-style-type: none"> • State of Texas: https://comptroller.texas.gov/purchasing/vendor/cmb/ • Harris County: Harris County • Fort Bend County: Supplier Order Management Fort Bend County • Galveston County: How To Do Business with Galveston County Galveston County, TX • City of Houston: Beacon Free Agency Registration
Marketing	<p>Government Emergency Management agencies utilize local vendors that are closest to the declared emergency first. Therefore, Market your company well before a disaster takes place:</p> <ul style="list-style-type: none"> • Attend local emergency management stakeholder meetings • Connect with county emergency managers before hurricane season • Position as a subcontractor to larger primes with past disaster response experience • Build relationships with procurement staff through vendor fairs • Develop a Capability Statement with sections tailored to disaster response

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What does Government buy before and after a disaster?

Before and after a disaster, the government — at federal, state, and local levels — procures a wide range of goods and services to support response, recovery, and continuity operations. Understanding these needs can help small businesses prepare to offer relevant products and services when emergencies arise.

What the Government Buys:

Emergency Response Supplies

- Medical supplies: first aid kits, PPE (masks, gloves, gowns), medications, trauma supplies.
- Food and water: MREs (Meals Ready to Eat), bottled water, bulk food for shelters.
- Fuel and energy: gasoline, diesel, generators, batteries, solar kits.
- Shelter equipment: tents, coats, cots, blankets, mobile shelters, HVAC systems.
- Sanitation supplies: portable toilets, handwashing stations, disinfectants.

Services

- Logistics and transportation: trucking, courier, airlift services.
- Construction and repair: debris removal, demolition, roof tarping, emergency repairs.
- Security and crowd control: private security, fencing, surveillance systems.
- Medical and mental health services: mobile clinics, mental health support.
- Translation and communication: interpreters, call centers, public info dissemination.

IT and Communication Support

- Satellite phones
- Internet services
- Radio systems and mobile command centers

○ What the Government Buys After a Disaster (Recovery Phase):

- Construction & Infrastructure
- Rebuilding homes, roads, bridges, public buildings
- Utility restoration (electric, water, gas)
- Engineering and architectural services
- Professional Services
- Damage assessment
- Environmental cleanup and hazardous waste removal
- Legal, financial, and insurance support
- Supplies for Displaced People
- School supplies, clothing, basic home goods
- Long-term shelter units (FEMA trailers, modular housing)

Government Agencies and Contracting

○ ***Federal Agencies:***

- SAM.gov Disaster Response Registry [Disaster Response Registry | Acquisition.GOV](#)
- FEMA (Federal Emergency Management Agency) [Doing Business with FEMA | FEMA.gov](#)
- U.S. Army Corps of Engineers (USACE) [Contracting in Disasters](#)

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- GSA (General Services Administration)
<https://www.gsa.gov/governmentwide-initiatives/emergency-response/purchasing-for-disaster-recovery>
- **County Emergency Management Offices:**
 - Texas Division of Emergency Management [Texas Division of Emergency Management](#)
 - City of Houston Office of Emergency Management [Home - Houston OEM](#)
 - Harris County Flood Control District [Work With Us](#)

How Small Businesses Can Prepare

- Register as a vendor in the following government procurement portals:
 - SAM.gov – Contract Opportunities [Home | SAM.gov](#)
 - FEMA Industry Liaison Program [Industry Liaison Program Vendor Profile | FEMA.gov](#)
 - Texas Electronic State Business Daily (ESBD) <https://www.txsmartbuy.gov/esbd>
 - Harris County Purchasing (Bonfire) [Harris County](#)
- Familiarize yourself with the Texas [Emergency Procurement and Contracts Guide](#).
- Build capacity to respond quickly and flexibly.
- Keep your Capability Statement up to date with a disaster-specific version.
- Research and attend community engagement meetings sponsored by the Harris County Flood Control District (HCFCD):
 - <https://www.hcfcd.org/Community/Community-Engagement-and-Public-Meetings>
- Attend Disaster related workshops and informational sessions sponsored by the Houston-Galveston Area Council (H-GAC):
 - <https://www.h-gac.com/solid-waste-management/disaster-debris-cleanup-and-management/workshops>

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Steps for Declaring a Disaster

○ Local Government Assessment

- **Initial Evaluation:** Local officials (e.g., mayor, county judge, emergency management coordinator) assess the impact of the incident (flood, hurricane, fire, etc.).
- **Preliminary Damage Assessment (PDA):** Conducted to determine scope and severity. Often involves emergency services and public works.

○ Local Declaration

- **Issuing a Declaration:** If the event overwhelms local resources, the jurisdiction issues a *local disaster declaration*.
- **Legal Basis:** Under the Texas Disaster Act of 1975, local governments can declare disasters to access state aid and implement emergency powers.
- **Duration:** Typically limited to 7 days unless extended by the governing body (e.g., city council or county commissioners court).

○ Notification to the State

- **Reporting to the Texas Division of Emergency Management (TDEM):** The local jurisdiction submits its declaration and assessment results.
- **Resource Request:** May request assistance from state resources like the Texas Department of Public Safety, Texas Military Department, etc.

State-Level Declaration

- **Governor's Proclamation:** If the situation exceeds local and regional capacity, the Governor of Texas may issue a state disaster declaration.
- **Activation of Resources:** This allows for mobilization of state agencies and emergency funds.

Federal Assistance

- **Federal Declaration Request:** The Governor may request federal disaster assistance by submitting a formal request to the President through FEMA.
- **Presidential Declaration:** If granted, opens access to federal aid programs for individuals, businesses, and public infrastructure recovery.

Important Considerations:

- **Documentation:** Detailed records of damages, emergency expenses, and response activities are critical.
- **Coordination:** Must align with the local emergency operations plan and coordinate with regional and state agencies.
- **Timeliness:** In both a pre and post disaster situation, vendors that are nearest to the disaster area are usually the first to be contacted by the responsible disaster coordinating government agency. Therefore, be sure all government agency vendor registrations are current.

Disclaimer: The contents of this document represent the most current information available and may be subject to change.