



BioBuzz



ON THE HORIZON

The BioPreferred® Program has a host of exciting milestones and announcements on the horizon. In the coming months, we will:

- Launch a completely revamped website and catalog! Our team has been focused on creating a better user experience, updating the website’s look and feel, and enhancing our online listing of biobased products.
- Kick off planning efforts to celebrate National Biobased Products Day in March 2025.
- Explore the impacts of the upcoming Farm Bill and Rules changes on the Program once they’re approved and released.

Watch this space for more details.

Drive Federal Product Sales with National Stock Numbers

Federal agencies, particularly the Department of Defense, use National Stock Numbers (NSNs) to buy and manage billions of dollars of supplies each year. NSNs simplify the federal acquisition process for items that are frequently purchased.

According to the Defense Logistics Agency, NSNs provide logistics managers, procurement personnel, operations planners, and industrial base assessment personnel with a standard method of purchasing, and tracking items of supply in-storage, in-process, in-transit, and in-theater.

The BioPreferred Program Catalog allows you to list the NSN for each product and variation, making it easily searchable and recognizable by government buyers.

Since our current Audit is live until November 1st, now is the ideal time to validate the accuracy of your company’s product information in our online Catalog and add NSNs to your listing.

What’s an NSN?

An NSN is a code that is applied to an item that is purchased and used repeatedly throughout the federal supply system. The 13-digit unique code is assigned to a supply item that can be repeatedly stocked, stored and issued throughout the system. There are more than 6 billion NSNs which describe items in detail. The Department of Defense provides a guide to [NSNs](#).

Our Audit is LIVE!

To remain an active participant in the Program, please complete your audit

The BioPreferred Program 2024 audit is now live! If you are a Program participant, we want to ensure the accuracy of your company's products and contact information in our online database. Please confirm the information we have on hand for your company and your biobased product(s). Steps to complete the audit are outlined below.



Update Your Account

The audit can be completed in three easy steps:

1. **Log-in** with your username and password at www.biopreferred.gov under the "Tools" tab. If you are unable to log in to your account at www.biopreferred.gov, please follow the instructions in the [Account Access Tutorial](#) to regain access to your account or to create a Login.gov account. The USDA made the switch from eAuthorization to Login.gov on September 1, 2024. All users with an eAuth account will need to create a Login.gov account to access their company and product information.
2. **Confirm** your company details and contact information. Confirm that your biobased product is still being manufactured and verify that the formulation has not changed. You can complete the audit at any time while the audit window is open, between now and November 1st.
3. **Submit** the information once you have made all your updates. You will receive confirmation that the audit was successfully completed and will be contacted by BioPreferred Program Staff if needed.

You must make all changes and **complete the audit by November 1st, 2024**. Products belonging to companies that do not participate in this audit will be marked with a bold red disclaimer in our online catalog noting that the product information may be out of date.

Thank you, in advance, for taking the time to complete this important activity. Periodic audits enable us to maintain the credibility and integrity of the USDA BioPreferred Program. If you have any questions, please contact our program staff at help@usdabiopreferred.net or 202-643-3287.

What Participants Say

You may be surprised to learn that some companies pursue USDA certification for their biobased products even when they're not sold in the U.S. Here's how one participant explained their strategy:

"Having the USDA BioPreferred designation [USDA Certified Biobased Product label] on the product, even though it is sold in the EU or Australia or South Africa, still carries important weight for our customers when choosing a biobased product."

Mr. Chris Ciolino, Business Development Manager
Agro Green Solutions



In Case You Missed It!

USDA Announces Enhanced Resources to Support Businesses Interested in Federal Procurement Opportunities

USDA announced resource enhancements designed to simplify and streamline access to contracting information for businesses interested in selling their products and services to USDA. These substantial updates include the addition of new and targeted contracting information on [USDA.gov](https://www.usda.gov), along with improved functionality that makes it easier for businesses and individuals to quickly find and access procurement opportunities, and a portal for businesses to share the scope of their capabilities with USDA more easily.

“Doing business with the U.S. Department of Agriculture should be straightforward, particularly for our nation’s small businesses,” said Agriculture Deputy Secretary Xochitl Torres Small. “Unfortunately, researching and identifying relevant procurement opportunities can be extremely challenging, confusing, and time-consuming. That’s why the Biden-Harris Administration is announcing new tools and resources that will make it easier to contract with the USDA to serve American farmers and all of us who count on the food they grow.”

Spearheaded by USDA’s [Office of Contracting and Procurement](#) (OCP) in collaboration with the [Office of Small and Disadvantaged Business Utilization](#) (OSDBU), these improvements include:

- The creation of a new “[Contracting with USDA](#)” site that offers information, resources, and links for businesses that want to contract with USDA, in a helpful Q&A format. The site addresses commonly asked questions such as “What does USDA typically buy?”, “What are the most common ways USDA buys what it needs?” and “How do I find current opportunities to contract with USDA?”
- An updated [Vendor Capability Submission Portal](#) that allows suppliers and merchants to submit their business capabilities to USDA via a web form. Portal submissions are shared with contracting officers across the Department.
- Updates to the previously deployed USDA Procurement Forecast, a tool that assist businesses and individuals with identifying procurement opportunities with USDA. Launched in June 2023, the Procurement Forecast now has a user-friendly way to search and filter procurement opportunities. Currently, the tool includes nearly 6,000 planned contract opportunities for Fiscal Year (FY) 2024.

Just a Reminder!

Federal Acquisition Regulation (FAR) mandates direct federal agencies to purchase biobased products whenever feasible. These requirements apply across procurement methods, including contracts and ecommerce.

If you are a biobased product manufacturer or vendor, these enhanced resources by USDA will make it easier for you to find opportunities to sell your biobased products to agencies in need or their federal contractors.

Coming Soon. . .

Within the next few weeks, the BioPreferred Program will debut a new training video that provides instructions on how to use SAM.gov to identify recently awarded contracts, so that participants can identify opportunities and attempt to sell their products to winning federal contractors.



“USDA has a long history of contracting with a wide variety of businesses to help us deliver our mission to the American people. In addition, we have an unwavering support for businesses, large, mid-size and small. We hope the deployed contracting resources will help even more businesses navigate the complex process of contracting with the federal government,” said Malcom Shorter, USDA Assistant Secretary for Administration.

Businesses interested in contracting with USDA should visit [Contracting with USDA](#) for access to these and other resources.

Read the official [press release](#).

Government Requires Cleaning Products for Federal Buildings to be Free of “Toxic Chemicals”



In a move aimed at better protecting the health of custodial staff, federal employees, and the environment, the Biden-Harris Administration is directing government contractors to purchase cleaning products for federal buildings that are free of toxic “forever chemicals.” Based on the [directive](#), federal agencies must prioritize the purchase of sustainable products without added per- and polyfluoroalkyl substances (PFAS). The change is reflected in the General Service Administration (GSA) custodial specifications.

GSA’s Public Building Service alone, has more than 600 contracts for custodial services at more than 1,500 U.S. government-owned buildings—at a cost of more than \$400 million per year. GSA expects most of these contracts to include the new specifications, and that other federal agencies will also adopt these specifications for their janitorial contracts.

Given these changes, you will now be prompted to indicate if there are “intentionally added PFAS” in your products whenever you submit or update your product’s information in our BioPreferred Program Catalog. If federal procurement professionals searching for cleaning products free of toxic chemicals can find your listing in our Catalog, you’ll be well-positioned to drive more sales and enable agencies to reduce their use of PFAS in federal buildings.

We Want to Showcase Your Products

The BioPreferred Program maintains a collection of biobased product samples. We often display these samples at our booth when team members attend trade shows and conferences. We also photograph samples for use in our social media posts, training, videos, and BioBuzz and BioBuzzGov newsletters. Samples enable us to demonstrate the wide range of biobased products available in the market. (We prefer empty product samples whenever possible since full packages are expensive to ship to trade shows.)

Want to have your samples included in our collection?

Send your (empty!) product samples to:

The USDA BioPreferred Program
Room 5803, South Building
1400 Independence Avenue, SW
Washington DC 20250

Have questions about sending samples? Please contact our program staff at help@usdabiopreferred.net or 202-643-3287.



Want to stay up to date on what’s happening in the bioeconomy and the BioPreferred Program?



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