



Schedule 73: Food Service, Hospitality, Cleaning Equipment and Supplies, Chemicals And Services

GSA Schedule 73 has 426 contractors and had over \$96 million in sales last year. Year to date Schedule 73 has done \$49 million dollars in sales. Given that agencies will most likely want to spend at least as much in procurement as last year in order to retain their budget for FY2015 planning, there should be about \$47 million worth of opportunities on the Schedule 73 contract before the end of Quarter 4 of Fiscal Year 2014.

The chart below shows the top ten agencies purchasing off of Schedule 73, and the amount they spent in FY2013 and FY2014. The last column in the chart shows how much of FY2013 spend has been spent in FY2014 so far.

Agency	FY2013	FY2014	% YTD
Department of Defense	\$37,986,214	\$18,771,810	49.42%
Department of Veterans Affairs	\$35,161,858	\$17,414,722	49.53%
Department of Justice	\$11,980,965	\$6,405,873	53.47%
Department of Homeland Security	\$3,132,652	\$1,195,513	38.16%
Department of the Interior	\$2,616,630	\$1,172,328	44.80%
Department of Health and Human Services	\$2,216,784	\$1,435,201	64.74%
General Services Administration	\$1,097,005	\$1,635,225	149.06%
Department of Agriculture	\$666,998	\$824,372	123.59%
Department of State	\$516,875	\$89,276	17.27%
Department of Commerce	\$238,251	\$52,463	22.02%

On average these ten agencies have already spent 61.21% of their FY2013 spending. The largest purchasing agency, Department of Defense, has only spent 49.42% leaving roughly \$19 million of potential opportunities for that agency alone.

Another important area to look at when review these agencies is what NAICS codes these opportunities are assigned to. Below shows the top five agencies from above with the top three NAICS codes.

Agency	NAICS Code	FY2013	FY2014	Total
DOD		\$37,986,214	\$18,771,810	-
	325998 - All Other Miscellaneous Chemical Product And Preparation Manufacturing	\$17,305,220	\$10,851,515	\$28,156,735
	333319 - Other Commercial And Service Industry Machinery Manufacturing	\$6,760,571	\$1,682,611	\$8,443,182
	454312 - Liquefied Petroleum Gas (Bottled Gas) Dealers	\$3,637,454	\$2,094,857	\$5,732,311
VA		\$35,161,858	\$17,414,722	-
	325998 - All Other Miscellaneous Chemical Product And Preparation Manufacturing	\$16,432,745	\$6,505,216	\$22,937,961
	333319 - Other Commercial And Service Industry	\$12,320,318	\$6,663,688	\$18,984,006



Machinery Manufacturing				
	312112 - Bottled Water Manufacturing	\$1,883,680	\$774,806	\$2,658,486
DOJ		\$11,980,965	\$6,405,873	-
	333319 - Other Commercial And Service Industry Machinery Manufacturing	\$5,255,743	\$2,161,619	\$7,417,361
	325998 - All Other Miscellaneous Chemical Product And Preparation Manufacturing	\$3,172,807	\$2,051,490	\$5,224,297
	325611 - Soap And Other Detergent Manufacturing	\$1,703,320	\$1,208,577	\$2,911,897
DHS		\$3,132,652	\$1,195,513	-
	325998 - All Other Miscellaneous Chemical Product And Preparation Manufacturing	\$1,859,995	\$616,647	\$2,476,642
	333319 - Other Commercial And Service Industry Machinery Manufacturing	\$704,862	\$331,962	\$1,036,824
	312112 - Bottled Water Manufacturing	\$259,185	\$88,696	\$347,881
DOI		\$2,616,630	\$1,172,328	-
	454312 - Liquefied Petroleum Gas (Bottled Gas) Dealers	\$1,738,723	\$755,419	\$2,494,142
	325998 - All Other Miscellaneous Chemical Product And Preparation Manufacturing	\$347,818	\$193,818	\$541,636
	325612 - Polish And Other Sanitation Good Manufacturing	\$270,444	\$88,873	\$359,317

NAICS Codes 325998 - All Other Miscellaneous Chemical Product and Preparation Manufacturing appeared in the top three for all five of the agencies. NAICS 333319 - Other Commercial And Service Industry Machinery Manufacturing, appeared in the top three for four out of the five agencies. NAICS Codes 312112 - Bottled Water Manufacturing and 454312 - Liquefied Petroleum Gas (Bottled Gas) Dealers appeared in the top three for two out of the five agencies. NAICS Codes 325998 had the largest amount of cumulative spending over the past two fiscal years, placing in the top spot for three out of the five agencies.

The graph below shows the percentage of FY2013 spending each NAICS code accounted for within the top five agencies.

Top NAICS Percent Spend for Top Agencies FY2013

