

August 27, 2008

Carlos Castillo
Assistant Administrator Disaster Assistance Directorate
Federal Emergency Management Agency
Department of Homeland Security
500 C Street, SW
Washington, DC 20472

Dear Mr. Castillo:

I am writing on behalf of the Disaster Recovery Contractors Association (DRCA) and our membership to request clarification on present policy and position relating to Cooperative Purchase Agreements (CPAs) with piggyback options as they pertain to lower government entities utilizing higher government entities competitive contracts (e.g. state to county, state to local, region to county, etc.).

When contracting workloads increase after significant disasters, purchasing requirements become more complex and budgets and resources often decline. These factors compound the challenge imposed upon state and local officials as they strain to deliver effective and efficient services and support after a disaster.

With this in mind, DRCA's membership is hopeful FEMA will continue to encourage procedures which promote economic efficiencies in disasters that help State and local governments procure quality goods and services to support prudent use of public funds.

Our membership believes that allowing lower governmental entities the opportunity to utilize CPAs procured by higher government entities with piggyback contract options is a valuable and time tested tool for responding to disasters. It also provides significant economies of scale by allowing higher government entities to offer fair and equitable competitive contracting opportunities, provide efficient delivery of products and services, and obtain the best value through competition.

It is important to remember that lower level governmental entities do not always have the staff for pre-disaster procurements and contracts, and are often overwhelmed after significant events. Therefore, DRCA supports the position that piggyback contracts, defined as contracts issued by individual governmental entities that allow other jurisdictions to use the contract, represent an immediate cooperative purchasing resource which is valuable to lower governmental entities.

By making a wider variety of higher government entity cooperative agreements available to a wider variety of lower level jurisdictions through piggyback options, more counties and

municipalities may be able to achieve economies of scale, produce competitive pricing, deliver cost savings and reduce administrative costs.

DRCA's membership believes that allowing lower governmental entities to utilize higher governmental cooperative agreements through the use of piggyback contracts, as encouraged by 44 CFR part 13, will provide the following advantages:

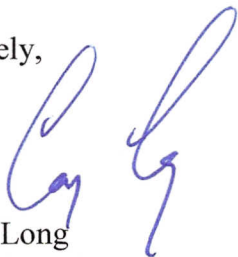
- Produce lower prices for counties and municipalities by utilizing the combined economies of scales of higher governmental entities.
- Provide higher quality goods and services by allowing lower governmental entities the opportunity to leverage the combined resources of higher government entities (i.e. procurement professionals, detailed specifications, technical evaluations, etc.).
- When one state-level procurement process effectively serves multiple local governments, administrative costs are dramatically reduced as efforts are spread across multiple jurisdictions.
- When lower governmental entities are overwhelmed after significant disasters with limited resources, cooperative purchase agreements with piggyback options save valuable time for local government officials by allowing them to select competitively priced products and services and move quickly.

DRCA's membership believes it is vital for procurement officials at all levels of government to understand best practices and make informed decisions about cooperative purchasing agreements with piggy back options. Our membership also believes that the cooperative agreements referenced in this letter should all be based upon contracts that were awarded through full and open competition.

In summation, our membership is seeking FEMA's present policy on CPA's in which lower government entities utilize piggyback options from higher governmental entities. Given the advantages, our membership is hopeful FEMA will support opportunities to allow lower governmental entities the opportunity to utilize CPA's procured by higher government entities with piggyback options in order to allow counties and municipalities to take advantage of economies of scale and provide the best price to the government.

Thank you for your attention to this matter on behalf of our membership and the hundreds of private sector companies that work side by side with governments to help their community's recover from disasters. Please feel free to contact me at (202) 441-0493 if you would like any further information.

Sincerely,



Casey Long
Managing Director