Florida Statewide APEX Accelerator Disaster Recovery Contracting Information

Based on 2026 information

Disaster Recovery Assistance: Government Contracting Information

The Florida APEX Accelerator receives many requests from businesses who want to participate in the disaster recovery effort through government procurement opportunities. We are providing this information to you, so that you are aware of the information we have at this time and to inform you of the steps necessary to take to help government agencies provide disaster assistance.

Register your business and know where to look for opportunities BEFORE a disaster event.

Federal Government

Federal Emergency Management Agency (FEMA)

FEMA is the lead agency responsible for Federal Government disaster response and recovery. Through their Industry Liaison Program (ILP), FEMA establishes strategic relationships with suppliers and stakeholders to serve as an information provider for suppliers seeking to do business with FEMA. They also connect suppliers with the program offices in support of FEMA's mission. Visit the Doing Business with FEMA page at https://www.fema.gov/business-industry/doing-business to learn how to become a FEMA contractor.

- Register with the System for Award Management (SAM) at https://www.sam.gov. Complete the Disaster Response Information section in SAM indicating you want to be included in the Disaster Response Registry. The Disaster Response Registry is used by FEMA and the U.S. Army Corp of Engineers to establish their list of contractors that want to provide disaster response assistance through procurement opportunities.

- Complete the ILP Vendor Profile https://www.fema.gov/business-industry/doing-business/vendor-profile-form. This is a free, no cost registration.

- Look for contracting opportunities at the following websites:
  - SAM.gov Contract Opportunities https://sam.gov/content/opportunities (opportunities exceeding $25,000)
  - DHS Advance Acquisition Planning System https://apfs-cloud.dhs.gov to monitor the DHS Acquisition Planning Forecast System

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For questions about doing business with FEMA visit the FAQ Tips and Resources page https://www.fema.gov/business-industry/doing-business/faq.

FEMA Simplified Commodity Buys

Unison Marketplace is a fully managed online acquisition service some government agencies use to manage their procurement opportunities. FEMA uses Unison to solicit quotes and offers for disaster assistance requirements. Visit https://www.unisonglobal.com/product-suites/acquisition/marketplace and select the “Marketplace Seller” link to learn more. Direct all questions to (877-933-3243) or their customer support form.

FEMA Corporate Emergency Lodging Assistance (ELA) for Disaster Survivors (Hotel Use Only)

The ELA program provides lodging reimbursement for pre-qualified individuals from designated disaster areas. FEMA created the ELA program to provide temporary shelter as a result of federal disaster declarations. Hotels/lodging providers wishing to participate in the ELA program can enroll via the program website https://ela.corplodging.com/login.php. To learn more about the program visit https://ela.corplodging.com/. Properties are not required to have an existing contract with Corporate Lodging Consultants (CLC) for business travel in order to participate.

DHS Small Business Program

If you are a small business, you may also contact the DHS Office of Small and Disadvantaged Business Utilization (OSDBU) Small Business Specialist (SBS) to obtain information. The SBS contact email is DHSOSDBU@hq.dhs.gov. Before contacting the SBS, we recommend you complete your SAM registration and submit the ILP Vendor Profile form. The SBS may also request you send your company Capabilities Statement. For more information about the DHS Small Business Program visit https://www.dhs.gov/small-business-assistance.

FEMA Transportation Opportunities

The FEMA Tender of Service Program allows FEMA to schedule and book transportation with pre-approved private sector Transportation Service Providers (TSPs). FEMA invites TSPs serving any mode of transportation (air, maritime, rail, or trucking) to register with the Program to become a FEMA-Approved TSP. Visit https://www.fema.gov/business-industry/doing-business/transportation for more information.

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FEMA Donations or Volunteering

Visit the following website for information on donating and volunteering during disasters: https://www.fema.gov/volunteer-donate-responsibly.

The Thomas T. Stafford Disaster Relief and Emergency Assistance Act requires FEMA to contract with businesses located in the affected area when feasible and practicable.

U.S. Army Corp of Engineers

The U.S. Army Corp of Engineers (USACE) usually undertakes debris removal and temporary roofing activities on behalf of FEMA. If you are looking for prime contract opportunities with the USACE, you need to register in SAM, https://sam.gov, and add your company to the Disaster Response Registry in SAM. The USACE establishes their contractor list based on the Disaster Response Registry. After you are registered, monitor the Contract Opportunities Doman https://sam.gov/content/opportunities within SAM for active solicitations.

If you are looking for a list of USACE prime contractors for subcontracting opportunities, visit the USACE South Atlantic Division site https://www.sad.usace.army.mil/Business-With-Us/Contracting/ then locate the three regional contracting centers for listings of active contract awards. When visiting these sites, look for the Business Opportunities > Contractor page for listings of prime contractors. If a contractor listing is not available online, contact the USACE Regional Center's Small Business Office.

The USACE is organized into geographic divisions. Usually, the corresponding USACE division in which the disaster occurred will list the prime contractors engaged for debris removal and temporary roofing activities for that disaster. Visit https://www.usace.army.mil/locations/ to find USACE divisions and individual websites.

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Many of the contractors listed have a link for subcontractor registration with their companies. Those companies that do not have a subcontractor registrations link included, should be contracted directly to discuss your capabilities, subcontracting opportunities, and any registration requirements they may have. Visit the USACE website to learn more about doing business with the USACE in disaster situations. https://www.usace.army.mil/Missions/Emergency-Operations/Contracting-in-Disasters/

Many debris removal operation are contracted by local, state, tribal or territorial government agencies. Check their websites within the declared disaster areas for their contracting and bidding procedures.

USACE Headquarters Contracting has enabled a form specifically for contractors looking to share their capabilities for potential future opportunities for the Hurricane responses on their "Contracting in Disasters" page https://www.usace.army.mil/Missions/Emergency-Operations/Contracting-in-Disasters/

To upload your capability statements directly to Headquarters, go to https://www.usace.army.mil/Business-With-Us/Submit-Contractor-Capabilities/

Small Business Administration (SBA)

The SBA has created a Disaster Assistance web page that provides information about the various programs to help businesses recover from declared disasters. For more information visit https://www.sba.gov/funding-programs/disaster-assistance.

State & Local Agencies

State and local government agencies may receive federal funds and control a large proportion of disaster response activities, so many of the contracting opportunities will come through these offices. At the time of a disaster, they may initially rely upon contracts already in place. Potential contractors must be registered in the appropriate state and/or local vendor databases to be eligible for those contract awards. For more information, meet with your local Florida APEX Accelerator Government Contracting Consultant.

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State of Florida

Businesses today must plan for more than just supply and demand. Hurricanes, floods, fires, and other potential hazards pose serious threats to businesses everywhere. FloridaDisaster.Biz was created to provide tools and information to help Florida businesses stay prepared and to ensure the continued health of Florida's economy. FloridaDisaster.Biz is a partnership between the Florida Department of Economic Opportunity (DEO) and the Florida Division of Emergency Management (DEM). Here you will find access to critical information before, during and after a disaster.

Visit floridadisaster.org/business/ to learn more.

The Florida Department of Management Services also manages the statewide MyFloridaMarketPlace. Vendors must be registered in the MyFloridaMarketPlace Vendor Information Portal (VIP). Information on registering on VIP, systems used for procurements and searching for State business opportunities are in the links below.

MyFloridaMarketPlace Links:

http://www.dms.myflorida.com/business_operations/state_purchasing/myfloridamarketplace/mfmp_vendors/requirements_for_vendor_registration

https://vendor.myfloridamarketplace.com

https://www.dms.myflorida.com/content/download/147572/983242/Doing_Business_with_the_State_of_Florida_-_Vendor_Communication_7.2.19.pdf

Local Government

There are many local government agencies, all independent of each other that may require disaster recovery related products and services in the upcoming weeks and months. Each local agency has their own procurement policies and procedures they follow for conducting business with vendors/contractors. Each will require you to register as a vendor to be able to do business with them.

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The link below takes you to the listing for each of the 67 Florida county websites. Once you are in the county website, type 'disaster recovery', 'procurement', 'purchasing', or 'vendor' in the search area to locate their procurement and vendor registration areas.
https://www.stateofflorida.com/florida-counties/

If you want to know if they have disaster recovery opportunities, we recommend contacting procurement and/or emergency management personnel directly to determine their needs and to discuss the products and services you can provide.

The link below takes you to a complete list of county emergency management personnel (with contact details and websites).
https://www.floridadisaster.org/counties/

Non-Profit Organizations

American Red Cross

If you are interested in providing your products and/or services to the American Red Cross visit http://www.redcross.org/contact-us/becoming-a-supplier-or-vendor to register as a supplier.

Other Resources

The **Florida Division of Emergency Management** plans for and responds to both natural and man-made disasters. The division prepares and implements a statewide Comprehensive Management Plan and routinely conducts extensive exercises to test state and county emergency response capabilities. The division is the state's liaison with federal and local agencies on emergencies of all kinds. Division staff members provide technical assistance to local governments as they prepare emergency plans and procedures. They also conduct emergency operations training for state and local government agencies.

https://www.floridadisaster.org/

The website above has a range of resources and information for individuals and businesses on disaster preparedness and recovery following a disaster. It includes specific disaster recovery information.

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The **Florida Disaster Contractors Network (DCN)** provides consumers, building professionals, and suppliers with the tools they need to meet the challenges in the aftermath of a storm or other disaster. The Disaster Contractors Network is an online tool that allows the general public to connect with contractors and suppliers when storm-related services are in high demand. It also allows contractors and suppliers to offer their goods and services to the general public when storms or other natural disasters hit areas of Florida. This web application allow users (property owners, supplier, or contractor) to register and connect with one another to obtain goods or services.
https://dcnonline.org/

Florida APEX Accelerator Services

If you require assistance with government registration (SAM, MyFloridaMarketPlace, etc.) or understanding how to submit a compliant offer in response to a government solicitation, please complete our online 'Request for Consulting' form at the following https://www.flapex.org/contact/. Registration is fast and easy. At this link, request an appointment with one of our APEX Government Contracting Consultants who can provide you with no-cost assistance. Click on the Florida APEX Accelerator location that is closest to you and specify the type of assistance you require. You will be contacted to schedule an appointment.

You can find more information about consulting, training events and information services we offer at our website https://www.flapex.org/.

Important Notice

There is no cost to register your business at SAM.gov. There are numerous for-profit companies that may contact you to offer services on doing business with government agencies. Some of these companies use misleading marketing and approaches that make them appear to be official government agencies. Their messaging often contains language such as 'if you don't act and reply back you may miss our on government opportunities'. In some cases, they try to lead you to think that a registration is expiring or incomplete, which may impact your ability to do business with the government. Their objective is to get you to contact them so they can promote their services to you for a cost. Florida APEX Accelerator services are provide to you at no cost by APEX Accelerators around the country. You can locate your local APEX Accelerator at https://www.apexaccelerators.us/#/service-area-locator.

This APEX Accelerator is funded in part through a cooperative agreement with the Department of War. Hosted statewide by the University of West Florida, the Florida APEX Accelerator Network is also funded in part by the State of Florida and local partners.