

Agency Spend & Competition Brief

Department of the Interior × NAICS 238990 · Pythia Digital LLC · 2026-07-25

Competition profile - FY2023+FY2024+FY2025 (USASpending Award Data Archive)

How competitive this NAICS × agency cell is, measured over the swept window (FY2023+FY2024+FY2025).

- Category-coded slice (5660, 5680, Y1PZ, Z1PC, Z2PZ): **\$43,812,359** obligated across **105** winners, median offers **4.0**
- *Full NAICS context*: the whole NAICS 238990 cell is \$100,021,246 across 304 winners - this includes non-category products and is **not** the addressable market.
- Set-aside rate: **86%** · SDVOSB rate: **1%**

Top recipients - last 3 years, by total award value

A multi-year live lookback ranked by current total award value (which includes multi-year IDIQ/BPA ceilings). This window and dollar metric differ from the single-fiscal-year obligations above. The two figures are not directly comparable: a single recipient's multi-year ceiling can exceed one year's obligations. These rows show who the dominant players are, not annual spend.

Across **457** awards in this window, **\$186,407,416** in total award value was recorded. The leading recipients (these sum to the figure above, not to the cell total):

Recipient	UEI	Location	Award value	Awards	Last award
GRUNLEY CONSTRUCTION CO., INC.	R6CPWDD4AM1		\$81,057,778	1	2018-06-27
STG PACIFIC, LLC	WDPNBRRVA7S6		\$9,259,575	1	2023-09-11
DOT CONSTRUCTION, INC	G8EGCVLZN7P1		\$5,573,169	1	2023-11-06
ANDRITZ HYDRO CORP	FG2MMDESNTH3		\$5,392,000	3	2024-06-18
RAAD CONSTRUCTION GROUP LLC	PB75ZXSP5534		\$4,732,417	1	2022-09-26
NORTH WIND SITE SERVICES, LLC	PMAEX1RPBM65		\$3,532,951	1	2024-09-20
OKIE LLC	UMU2CLPBN8T3		\$3,492,561	2	2025-03-26
IRONWOOD COMMERCIAL BUILDERS INC	NFGMJQ662UL6		\$3,140,246	1	2022-05-04

Recipient	UEI	Location	Award value	Awards	Last award
GLOBAL ENGINEERING SERVICES INC	XNWZFJBMRR86		\$2,679,082	3	2026-05-20
HYDRA ENGINEERING & CONSTRUCTION, LLC	HVA8QVX8YST1		\$2,469,461	1	2022-05-23
FRONT RANGE CONSTRUCTION INC	UFNYGJ2528F8		\$2,287,137	1	2023-04-25
AJCE CORPORATION	XMF6E52MV4U6		\$1,597,717	9	2025-09-18
TRINITY OF UTAH INCORPORATED	LZLMTUN95QK6		\$1,582,451	1	2024-07-15
BIG C CONSTRUCTION, L.L.C	LZCXKCPHBNF4		\$1,350,352	2	2023-09-20
PHILLIPS C&C LLC	FBLHCKXL5RG4		\$1,338,495	1	2025-09-17
PEARL BEACH CONSTRUCTION COMPANY	EZU6L4BN3DY6		\$1,335,220	2	2024-05-01
IRON SWORD ENTERPRISES, LLC	MUDPMKWH76B8		\$1,281,400	1	2025-09-26
NOLAND TOUGH FENCE, LLC	ND1XQAKA3GL1		\$1,268,446	2	2024-09-18
RYMARC CONSTRUCTION INC	E4MARCDH3K3		\$1,187,608	3	2025-04-29
FIRST AMERICAN FEDERAL CONTRACTING LLC	LN2RHUXHLEL8		\$1,149,363	3	2024-05-06
HOUGH, INC.	XCQSJAHA9N1		\$1,147,800	1	2022-09-27
ALPHA CONTRACTORS GROUP INC	FEW7Q7E3DEM3		\$1,083,000	2	2026-06-26
BACOPA SERVICES LLC	FEBGBA3EYEQ5		\$1,039,760	2	2025-04-28
ALLEN GILL CONSTRUCTION, INC.	GZ3AJDHM38C9		\$1,038,450	2	2023-11-29
AUSTIN R HARRIS	YRH5VTUN41P8		\$977,340	1	2023-11-15

Showing top 25 of 304 recipients - the complete ranking is delivered with this report as a data appendix.

What this means for your positioning

This is the single most important cell in the engagement. Interior's 238990 category-coded slice carries **\$43,812,359 in obligations across 105 winners at a median of 4 offers received.** Federal services competition commonly draws double-digit offer counts; four is a small field. More important than the median is the winner count:

105 distinct companies took a share of this cell, which means no incumbent controls it and no relationship has to be displaced to enter.

The set-aside rate is the headline: 86%. In roughly six of every seven dollars here, large national contractors are barred from competing before a price is quoted. The competitive field is small businesses only. SDVOSB participation is just 1%, so a service-disabled veteran certification adds essentially nothing in this cell and should not be treated as a prerequisite for entering it. Ordinary small business status, correctly represented in SAM under 238990, is the qualifying credential.

The recipient table needs a careful read, because it mixes two scopes. Those rows are ranked by current total award value over a multi-year live lookback, which includes multi-year IDIQ and BPA ceilings, and they are drawn from the full NAICS 238990 cell rather than the category-coded slice. Grunley Construction's \$81,057,778 is a single award last touched in 2018, and STG Pacific, DOT Construction, and Ironwood Commercial Builders each show one large award. These are heavy-construction and site-services firms whose ceilings landed in this NAICS; they are not fencing competitors and their totals should not be read as annual fencing spend.

The genuine peers are further down and are far more informative. **AJCE Corporation shows 9 awards for \$1,597,717, Noland Tough Fence 2 awards for \$1,268,446, Rymarc Construction 3 for \$1,187,608, First American Federal Contracting 3 for \$1,149,363, and Alpha Contractors Group 2 for \$1,083,000.** That is the actual shape of a winning position in this cell: a small regional firm holding two to nine awards in the \$500,000 to \$1,600,000 range. It is reachable within one fiscal year.

Recommended entry move. Register under 238990 and pursue Interior's land-management bureaus directly: Bureau of Land Management state offices, Fish and Wildlife Service SAT teams, and National Park Service regional offices all appear as repeat buyers in the accompanying buyers report, several with named contracting officers and published email addresses. Lead with availability and crew location rather than price. In an 86% set-aside cell with a median of 4 offers, the binding constraint on winning is being registered, eligible, and known to the office before the requirement is written, not being the lowest bidder once it posts.

Methodology & sources

All data is drawn from **USASpending.gov** (FPDS contract data, US-government public-domain), retrieved 2026-07-25. The **competition profile** is a multi-fiscal-year sweep (FY2023+FY2024+FY2025) of the USASpending Award Data Archive - *offers received* is its `number_of_offers_received` field, and its dollars are obligations. The **top-recipients** table is a separate multi-year live `spending_by_award` lookback ranked by current total award value (which includes IDIQ/BPA ceilings); the two are different scopes and are reported separately by design. No licensed entity data (SAM Entity API / Dun & Bradstreet) is used in this report.

Demonstration sample from Pythia Digital LLC. Built on real public federal contracting data (USASpending.gov, SAM.gov). Company identity anonymized.