



Impact of Budgets:

In fact, at any given time, we talk about 3 budgets in government – the one being executed, the one in appropriations and the planning for 2 years from now. This year, the budget was released in February for next year, when lawmakers still hadn't passed omnibus legislation for this year. Budget delays lead to uncertainties for our clients and as a result, uncertainty for us.

Contracts are only a very small part of the budget - about 7%. For example, the obligated 2018 federal budget was \$1.2 Trillion, of which the vast majority, 83% were grants.

So, keep in mind:

- contracts and projects are often determined and budgeted far in advance, leading to long procurement cycles
- Federal funding has many requirements and designations for use
- Lastly, even within an agency there are various intra-agency dynamics and politics that may determine how budgets get used and allocated.