FEDCON Client Millard Mountain Fence & Deck Wins First Federal Contract

The Eagle Point contractor will repair gates for the U.S. Fish and Wildlife Service after answering the agency's invitation honestly

FEDCON, No Nonsense Contract Consulting



Marina Nicola | Director of Client Operations

EAGLE POINT, OR, UNITED STATES, October 2, 2026 /EINPresswire.com/ -- Millard Mountain Fence & Deck Co., a fence and deck contractor based in Eagle Point, has won its first federal contract. The U.S. Fish and Wildlife Service, part of the Department of the Interior, awarded the company a gate repair job for the Sheldon-Hart Mountain National Wildlife Refuge, with the work in Lakeview. The contract was signed September 25, 2026.

The opportunity came to owner Jesse Millard directly, and it called for a certification he did not hold. Rather than let the invitation go unanswered, he wrote back.

"They directly emailed me for the RFQ, and I initially did not meet one of the requirements, being that I did not hold an IDEA certification for gate operator installation," said Millard. "I emailed them thanking them for the opportunity and explaining that I didn't have the certification. They replied saying they would waive that requirement. I sent a proposal and it was immediately awarded."

Millard Mountain registered to do business with the federal government in April 2026. The company works with FEDCON, a Tampa-based firm that helps small businesses win federal, state and local government contracts, and with FEDCON Lead Consultant Philip Mazzei.

"Jesse did what we encourage every client to do: answer the buyer," said Mazzei. "A lot of small businesses talk themselves out of government work before they ever reply. Agencies won't always change a requirement, but they can't consider you if you stay silent."

Federal agencies buy a wide range of trade services, from fencing and gates to grounds work and facility repair. For contractors like Millard Mountain, a prompt and honest reply can be the difference between a missed email and a first award.

About Millard Mountain Fence & Deck Co.

Millard Mountain Fence & Deck Co. (Millard Mountain Home Solutions, LLC) builds and repairs fences, gates and decks across southern Oregon.

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