



www.MainePTAC.org



# *Maine Procurement Technical Assistance Center*



*Bangor – Lewiston - Waterville- Portland/Bath*

[www.maineptac.org](http://www.maineptac.org)



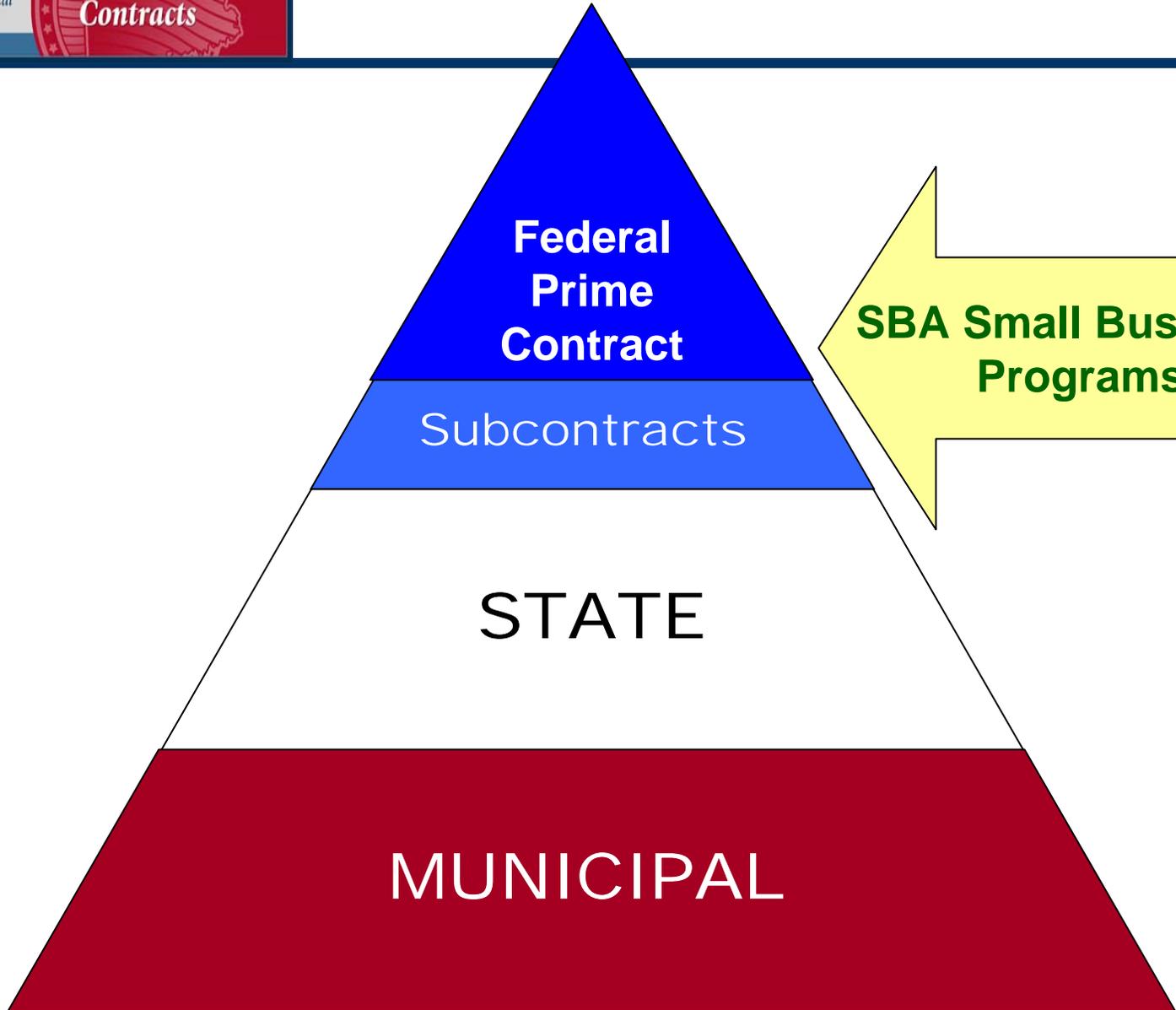
# Maine Procurement Technical Assistance Center

- **Small Business Program of the Department of Defense---funded through Defense Logistics Agency**
- **Match funding from the State of Maine**
- **Part of a Nationwide program of Procurement Technical Assistance Centers**
- **Clients are Maine Businesses who want to do business with the Federal or State government**

# Government Markets



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# SBA Small Business Programs

- **SBA small business programs come into play in procurement in Federal Prime and Subcontracts !**
- **There are goals for specific groups—Maine PTAC works to use these programs to benefit our clients and to help primes contractors fulfill goals.**



# Statutory Small Business Goals

- **23 % of Prime Contracts ---Small Business**
- **5% Small Disadvantaged Business (includes 8a)**
- **5% Women Owned Business**
- **3% HUBZone Business**
- **3% Service Disabled Veteran Owned Business**
  
- ***Note: Federal Agencies have a difficult time meeting HUBZone and SDVOB***

# HUBZones in Maine

- **Specific Counties:**
  - ✓ **Aroostook**
  - ✓ **Franklin**
  - ✓ **Piscataquis**
  - ✓ **Oxford**
  - ✓ **Somerset**
  - ✓ **Washington**
- **Certain Census Tracts-<http://www.sba.gov/hubzone>**
- **All Tribal Land and (Brunswick Airbase)**

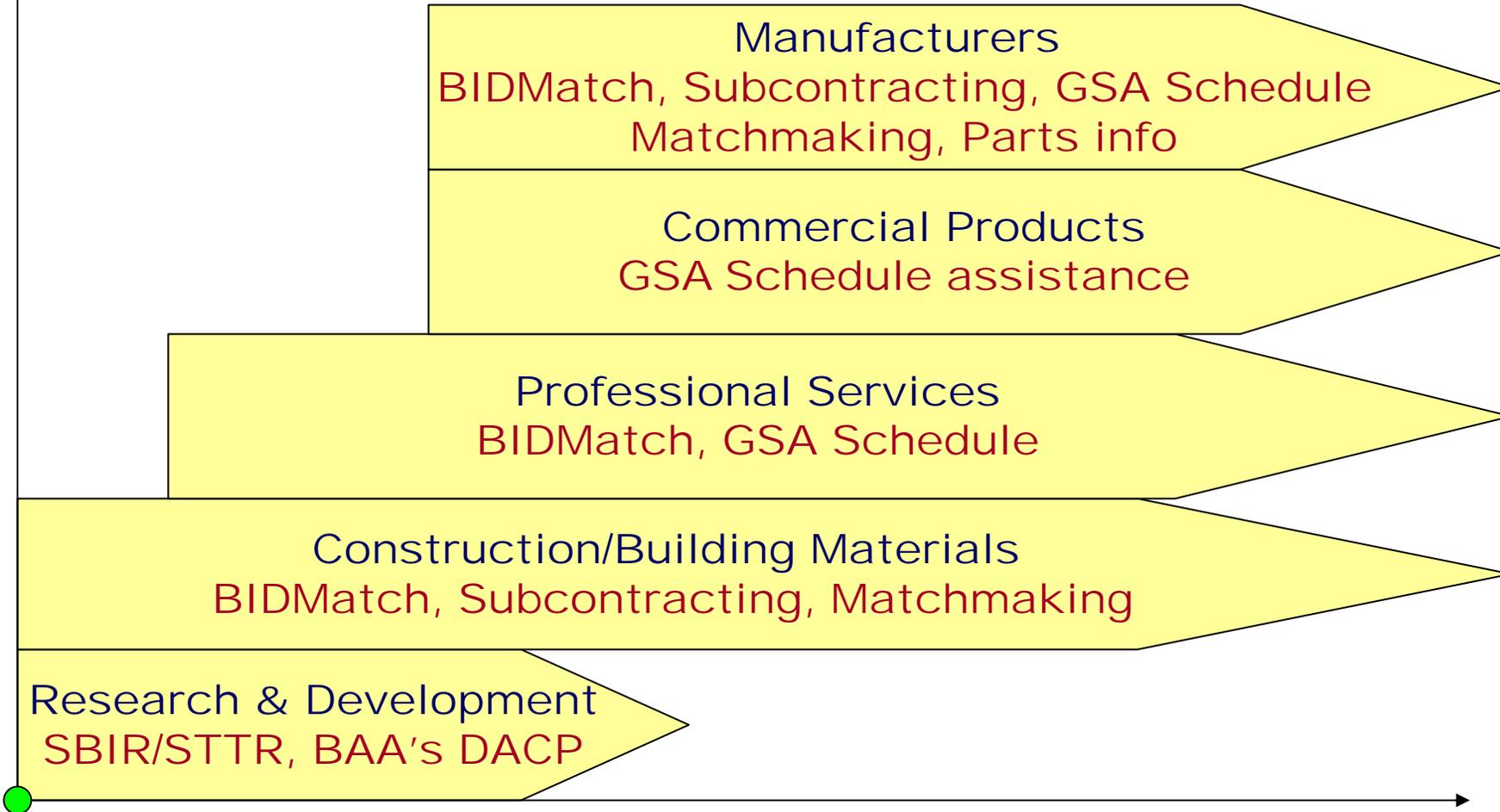
# A little more on HUBZones

- **Benefits to company**
  - ✓ Set-aside awards
  - ✓ Sole sources awards
  - ✓ Price differential 10% in full & open competition
- **How a Company qualifies**
  - ✓ Small Business, 51% controlled by US citizen
  - ✓ Principal Office in a HUBZone
  - ✓ 35% of its employees must reside in a HUBZone

# Types of Assistance

- ✓ **One-on- One Counseling- initial & on-going**
- ✓ **Matchmaking/Subcontracting**
- ✓ **Bid Match Services**
- ✓ **GSA Schedule Assistance**
- ✓ **Training Workshops**
- ✓ **Federal Marketing Analysis**
- ✓ **NSN Procurement Histories & Military Specs**
- ✓ **Certifications & Registrations**
- ✓ **Technology Transfer & Federal R & D funding**

# Maine PTAC Client Types and Needed Assistance



Start up

Increasing Years in Business



# Maine PTAC

## Program Impact...Jan- Dec 2006

- **Small Business Prime Contracts** **1,492**
- **Training & Outreach Events** **33**
- **Counseling Sessions** **1,875**
- **Total Clients (159 new)** **737**
- **Total Client's contracts** **\$123 M**
- **Jobs retained/created** **2,397**



# Some of our award winning Small business clients

- **CCB Inc-----\$3.8M**
- **Titan Machine Products, Inc---\$1.1M**
- **Atlantic Mechanical Inc.--\$575K**
- **PCT Communications-\$483K**
- **Tactical Power Systems Corp.--\$2.0M**
- **CMC Maintenance, Inc--\$2.1M**
- **Ganneston Construction--\$16.8 M**

# Partners

- **Small Business Administration—Maine District**
- **SBDC- Statewide**
- **Maine DOT Civil Rights Office**
- **Maine Technology Institute**
- **University of Maine System –Orono**
- **Maine Division of Purchases**
- **Lewiston Auburn, Bath and Waterville Eco Dev**
- **Others...**

# Looking at 2007

- **Co-sponsorship with Maine SBA– quarterly training**
- **State of Maine Division of Purchases---outreach**
- **Try to get Municipal Bids & Hospitals on system**
- **In-State Matchmaker—local federal and state**
- **Greater focus on Women and Contracting & DBE's**

# Staff and Locations

- **Bangor-Main office EMDC---942-6389**
  - ✓ Patricia Rice-Director/Counselor [price@emdc.org](mailto:price@emdc.org)
  - ✓ Tammy York- Counselor
  - ✓ Rachael Cunliffe- Assistant
  - ✓ Jeff Barclay- Data IT
- **Waterville-KVCOG**
  - ✓ Ed Dahl-Technical Transfer Specialist/Counselor
- **Portland Area—Bath and Biddleford**
  - ✓ Ernie Gray- SubCenter Director/Counselor
- **Lewiston- LAEGC**
  - ✓ Arthur Stolpestad-SubCenter Director/Counselor