Working With Small Businesses

Melanie Berman & Tim Hicks, Arkansas PTAC
Your Arkansas PTAC Team

Nikki Dawson
Administrative Support

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Max Franks

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PTAC Counselors have over 50 years of combined Government Contracting experience!

Working with Small Businesses
The PTAP was established to expand the number of businesses capable of participating in government contracts. The program is administered by DLA's Small Business Programs in cooperation with states, local governments and nonprofit organizations. Under the program, Procurement Technical Assistance Centers (PTACs) help businesses pursue and perform under contracts with the Department of Defense, other federal agencies, state and local governments and with government prime contractors.

Source: https://www.dla.mil/SmallBusiness/PTAP/
PTAC counselors provide tailored technical assistance at no cost to small businesses and industries in subjects such as:

• Federal and state registrations and certifications
• Federal and state marketing strategies
• How to use bid matching and websites to find bid opportunities
• Interpreting solicitations
• Proposal reviews

In 2018 – PTACs helped small business win over $20 billion in government contracts
How To Work with Small Businesses

Goals For Small and Minority Businesses
State of Arkansas §15-4-302. Purpose -- Goals -- Notice:

- The General Assembly finds that it is the policy of the State of Arkansas to support equal opportunity as well as economic development in every sector.

- The General Assembly recognizes that it is the purpose of this subchapter to support to the fullest all possible participation of firms owned and controlled by minority persons and women in state-funded and state-directed public construction programs and in the purchase of goods and services for the state.

- All state agencies shall attempt to ensure that the following percentages of the total amount expended in state-funded and state-directed public construction programs and in the purchase of goods and services for the state each fiscal year are paid to minority business enterprises and women-owned business enterprises:
  - For minority business enterprises, ten percent (10%). The ten-percent goal under subdivision (c)(1)(A) of this section shall be allocated as follows:
    - Two percent (2%) for service-disabled veteran-owned minority business enterprises; and
    - Eight percent (8%) for all other minority business enterprises; and
    - Five percent (5%) for women-owned business enterprises.
Federal Government Set-Asides:

- Set-aside contracts for small businesses. To help provide a level playing field for small businesses, the government limits competition for certain contracts to small businesses.
  - There are two kinds of set-aside contracts: competitive set-asides and sole-source set-asides.
  - Some set-asides are for small businesses in certain socio-economic categories.

Source: https://www.sba.gov/federal-contracting/contracting-guide/types-contracts

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Federal Government Set-Asides:

- On average, the federal government seeks to award 23% of its more than $500 billion in annual procurements to small businesses. $115 billion dollars annually.
- Small Business Determination
  - Less than 500 employees
  - Average of the past three (3) years of revenue
  - Based on the North American Industry Codes (NAICS)

Source: https://www.sba.gov/federal-contracting/contracting-guide/types-contracts
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MINORITY & WOMEN-OWNED BUSINESS ENTERPRISE CERTIFICATION

The University of Arkansas System Division of Agriculture offers all its Extension and Research programs and services without regard to race, color, sex, gender identity, sexual orientation, national origin, religion, age, disability, marital or veteran status, genetic information, or any other legally protected status, and is an Affirmative Action/Equal Opportunity Employer.
Arkansas Minority & Women-Owned Business Enterprise Certification:

- Certification Process is managed by the Minority and Women-Owned Business Enterprise division of the Arkansas Economic Development Commission (AEDC).

- 4 Steps to Minority and Women-Owned Business Certification
  - **STEP 1**: DETERMINE IF YOUR BUSINESS IS ELIGIBLE
  - **STEP 2**: COLLECT ALL SUPPORTING DOCUMENTS
  - **STEP 3**: COMPLETE THE CERTIFICATION APPLICATION
  - **STEP 4**: SEND ALL DOCUMENTS AND APPLICATION TO AEDC

- There is **no cost** to apply for certification as a Minority and Women-Owned Business. It generally takes **30-45 business days** to complete the entire process once a complete application package has been received.

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THE ROLE OF PTAC

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PROCUREMENT TECHNICAL ASSISTANCE PROGRAM:

- Established to **expand the number of business capable of participating in government contracts**. The program is administered by DLA’s Office of Small Business in cooperation with states, local governments and nonprofit organizations.

- To help businesses pursue and perform under contracts with the Department of Defense, other federal agencies, state and local governments and with government prime contractors. **Most of the assistance the PTACs provide is free.**
  - Includes registration in systems such as the System for Award Management (SAM), identification of contract opportunities, help in understanding requirements and in preparing and submitting bids.

PROCUREMENT TECHNICAL ASSISTANCE PROGRAM:

- The PTACs have a local presence in 48 states, Washington, D.C., Puerto Rico and Guam. Other PTACs specialize in assistance to federally recognized Indian tribes and Alaska Native entities, their members and reservations throughout the country.

- Find your local PTAC.

Source: https://www.dla.mil/SmallBusiness/PTAP/
Angelina College Procurement Assistance Center
Deep East Texas Council of Governments counties (Angelina, Houston, Jasper, Nacogdoches, Newton, Polk, Sabine, San Augustine, San Jacinto, Shelby, Trinity, and Tyler) and The Alabama-Coushatta Tribe of Texas.
Regional PTAC - Headquarters
http://www.acpactx.org
PO Box 1768
Lufkin, TX 75902-1768
(936) 633-5432

Del Mar College PTAC
Serving Aransas, Bee, Calhoun, Duval, Goliad, Jim Wells, Kleberg, Live Oak, Nueces, Refugio, San Patricio, and Victoria counties.
Regional PTAC - Headquarters
http://www.delmar.edu/ptac
3209 S. Staples Street, CED 146
Corpus Christi, TX 78411
(361) 698-1025

El Paso Community College/Contract Opportunities Center
Regional PTAC - Headquarters
http://www.elpasoccc.org
Contract Opportunities Center
9050 Viscount
Bldg. B. Rm 545
El Paso, TX 79925
(915) 831-7747

Rio South Texas Regional Procurement Assistance Center
Regional PTAC - Headquarters
http://www.utpa.edu/ptac
1407 E. Freddy Gonzalez Drive
Rm. 1.200
Edinburg, TX 78539
(956) 665-7535

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TTU Procurement Assistance Center
Regional PTAC - Headquarters
http://www.nwtpac.com
2579 South Loop 289
Suite 114
Lubbock, TX 79423
(806) 745-3973

University of Houston Procurement Technical Assistance Center
We serve the following Counties: Austin, Bastrop, Brazoria, Brazos, Burleson, Caldwell, Chambers, Colorado, Dewitt, Fayette, Fort Bend, Galveston, Gonzales, Grimes, Hardin, Harris, Jackson, Jefferson, Lavaca, Lee, Leon, Liberty, Madison, Matagorda, Milam, Montgomery, Orange, Robertson, Walker, Waller, Washington, Wharton
Regional PTAC – Headquarters
http://www.ptac.uh.edu
UH SBDC
2302 Fannin, Suite 200
Houston, TX 77002
(713) 752-8477

University of Texas at San Antonio PTAC
Regional PTAC - Headquarters
http://ptac.iedtexas.org
501 W Cesar Chavez
DB 2.112
San Antonio, TX 78207
(210) 458-2458

UTA Cross Timbers Procurement Center
61 Counties in North Texas
Regional PTAC - Headquarters
http://www.uta.edu/crosstimbers/
202 E. Border St
Suite 323
Arlington, TX 76010
(817) 272-5978
OBAN, Oklahoma's PTAC
OBAN, Oklahoma's PTAC serves the entire state of Oklahoma.
Statewide PTAC
http://www.okbid.org
1500 W. Seventh Ave.
Stillwater, OK 74074
(405) 743-5571

Tribal Government Institute PTAC
EASTERN OKLAHOMA AND SOUTHERN PLAINS BIA REGIONS
American Indian PTAC
http://www.tgiok.com
111 N. Peters
Suite 450
Norman, OK 73069
(405) 329-5542

Arkansas Procurement Technical Assistance Center (PTAC)
Statewide PTAC
http://www.uaex.edu/ptac
Univ. of Ark. Cooperative Extension Service
2301 South University Ave., Room 110
Little Rock, AR 72204
(501)671-2390
Working with Small Businesses
Let us help you find the best opportunities for YOUR business!

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NorthWest Arkansas Community College
One College Drive, SCGBD Room 1022A
Bentonville, AR 72712
Phone: 501-650-6180
Email: mfranks@uaex.edu
“A man does not climb a mountain without bringing some of it away with him and leaving something of himself upon it.”

- Sir Martin Conway
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Questions?

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