



THE FEDERAL TECHNOLOGY CENTER

GovLink Review



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TECHNOLOGY SEMINAR - A GREAT SUCCESS

On September 18, 2002, The Federal Technology Center hosted a High Tech Government Opportunities Seminar for small companies. Fifty small businesses attended and learned information valuable to successfully compete for business with local, state and federal government organizations as well as defense contractors.

A wide variety of businesses were represented, including semiconductor, technical staffing, telecommunications, consulting and engineering firms. Attendance was not limited to northern California firms, but also included companies from as far south as San Diego and as north as Clarkston, WA.

Highlight of the seminar was the Keynote address by Cynthia Gonsalves, Department of Defense (DoD) Technology Transfer Program Manager, who presented a global

perspective of the opportunities available in technology transfer. Todd Norton, Director of Small and Disadvantaged



Alice Astafan, CEO, The Federal Technology Center, welcomes Cynthia Gonsalves, DoD, Tech Transfer Program Manager

Business Utilization at the Defense Microelectronics Activity (DMEA), gave an

overview of how his organization works with the commercial sector directly via purchase contracts, credit card purchases, GSA Schedule purchases, and indirectly through the Advanced Technology Support Program II. Larry Johnson, Vice President, Operations, JMAR, made a presentation about the lab they operate as a DMEA partner to solve microelectronics obsolescence issues for major weapons systems. Attendees also received information on patents and intellectual property from Scott Pink, of the Gray Cary Ware & Freidenrich Law Firm. Bruce Pyle of Aerojet, a major defense contractor, gave the audience insight into how his company evaluates companies when they award sub-contracts. Luncheon speaker,

Technology Seminar

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PTAC Adds Two New Partners - Sacramento County and Sacramento Regional Transit District

PTAC recently added two new partners to the list of agencies supporting our mission to help small businesses with the challenges of government contracting.

On September 4, 2002, the **Sacramento County Board of Supervisors** approved our application for Transient-Occupancy Tax (T.O.T.) funds to promote economic development and assist small businesses in Sacramento County. We have taught 162 classes in the county and helped over 350 businesses that reported \$20 million in government contract awards. Using a federal multiplier, this translates into 465 new jobs created or retained. Our PTAC looks forward to continuing to make an impact on Sacramento County's economy by bringing federal program dollars to work in the region

and helping small businesses increase their revenue with government contracts.

On September 6, 2002, we received confirmation of our new partnership with **Sacramento Regional Transit District (RT)**. We will provide outreach, training, and assistance services to businesses interested in contracting with RT. We look forward to attracting new vendors and educating small businesses in selling to RT.

As the PTAC begins our third program year, we thank all our partners for their endorsement and support to help us meet our federal match requirement and keep our center open. The PTAC staff is dedicated to

New Partners

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Alice Astafan, CEO
The Federal Technology Center

▲ Planning and executing two major events, simultaneously, while continuing our day to day operations has stretched our “team of ten” to the limit. Our marketing efforts have been greater, our data base expanded, and the word has gotten out that opportunities are available for small businesses wanting to supply or serve the government’s needs. By the time this publication reaches the streets, we will have conducted the “*High-Tech Government Opportunities Seminar for Businesses*”, and the “*America Offers You a Hand Up! – Federal Contracting Opportunities for Disabled Veteran Businesses*”. We have already reached a record number of registrations for each of these seminars.

▲ The fact that so many small business owners are trying to learn what government contracting opportunities are available, and how they can “tap” into them, shows that there is a tremendous need for information on how to “bridge the gap” between small businesses and government agencies – whether federal laboratories, or state, and local government contracting offices.

Governments simply cannot function unless businesses are willing to sell to them, so it is a win-win partnership.

▲ The companies who testified recently before the Sacramento County Board of Supervisors about the help our Procurement Technical Assistance Center gives to their businesses, so they could bid on and receive thousands of dollars in government contract awards were just three of the more than 700 companies we have assisted in the past 24 months. We appreciate EM Assist, Semper Fi Manufacturing, and Composite Engineering Inc. for telling about their successes and the part we played. We look forward to continuing to serve them, and the more than 66,000 small businesses in our service area.

▲ It is refreshing to work with elected representatives who have been in business, and are accustomed to dealing with cash flow each month to meet a payroll and to pay business expenses. They understand that small businesses are the economic engine that drives the economy, and if the regional economy is to rebound and continue to grow, then small businesses must be able to receive the support they need to prosper. These businesses pay employees who pay taxes on their salaries and on the goods and services they buy. This tax base enables elected officials to have a funding pie to slice and to return to organizations in the community. Since The Federal Technology Center, as a not-for-profit organization has as part of our mission “to teach businesses how to get federal, state and local government contracts,” it is prudent for elected officials to provide matching funds, so we can continue to receive our federal grant funding to continue

our services to small businesses and continue the cycle of adding to the tax base.

▲ Thank you to two new partners who have committed to funding support of our program to assist small businesses with the challenges of government contracting: The County of Sacramento and Sacramento Regional Transit District.

▲ Congratulations to two of our clients who are included on the Fastest-growing 100 companies list in the September 13 issue of the *Sacramento Business Journal*: EM Assist and Paxton Engineering!

▲ Welcome to our latest sponsor: Woods Hole Group, Inc. - Outstanding technology marketing company.

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The FTC PTAC and Semper Fi Manufacturing

Partnership for Success

At a time when many manufacturing companies are struggling, Semper Fi Manufacturing is thriving. This is even more remarkable when you consider that the company is less than a year old. Founded in September, 2001, with headquarters in Folsom, California, and manufacturing facilities in San Jose, California, Semper Fi Manufacturing has been awarded over \$750,000 in government and commercial contracts so far in 2002, and they are on track to earn one million dollars in their first year. Using the Defense Logistics Agency’s conversion factor, these contracts translate into 6.77 jobs created in Northern California.

Semper Fi Manufacturing’s formula for success is simple. The company produces quality parts, adheres to deadlines, knows its market, and remains focused on it. Founded and managed by career U.S. Marine and business veteran, Fernando Manfredi, the company specializes in producing quality sheet metal and machined parts for the defense industry. The company culture is personified in Manfredi whose combination of military and business experience uniquely qualifies him to lead what many believe will be the next big player in the government defense industry.

Manfredi’s military service enabled him to become an expert on specialized Department of Defense (DoD) systems. His personal knowledge of the end users at DoD gave him tremendous insight to the kinds of products that the DoD purchases from manufacturers. He knew there was a large potential market in DoD for manufacturers of military parts.

Even though he had 20 years of military service and experience in managing manufacturing facilities for others, Manfredi was unsure of the first steps he should take to get into government contracting work when he started his own company.

In August 2001, Manfredi requested assistance from the counselors at The FTC PTAC. At his first one-to-one counseling session, he learned about the Small Business Administration (SBA) Small Disadvantaged Business (SDB) certification and the 8 (a) business program. Manfredi received his SDB Certification in July, 2002, and has applied for his 8(a) certification. In subsequent sessions, he received assistance researching the web for government leads, security clearance requirements, supply centers, and certifications specific to manufacturing. After a few weeks of manually searching the web for contracting opportunities, Manfredi subscribed to The FTC PTAC’s Bid-Matching service which automatically provides daily procurement leads for him to secure subcontracts and prime contracts with the Department of Defense and other federal, state, and local agencies.

Manfredi’s goals for Semper Fi Manufacturing are aligned with those of government procurement agencies. In addition to producing

quality parts for the defense industry, he also wants his company to serve the community and the country. When needed, the company subcontracts work to other small businesses and small disadvantaged businesses. As the company grows, he looks forward to expanding and hiring more employees, thereby supporting the local economy. His goals for the future include the establishment of an in house training facility for qualifying journeymen in sheet metal and machining trades.

Semper Fi Manufacturing has proven that there is still opportunity for enterprising entrepreneurs to succeed, even in a slow economy. It is succeeding by remaining faithful to its core values—values that have driven successful corporations for years: keeping the customer first, delivering quality products and honoring commitments. Semper Fi Manufacturing reflects the hard work, experience and great business sense of Fernando Manfredi. But he is quick to say, “It all started with The FTC PTAC.”

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“DEAR PTAC”

Dear PTAC: I know The FTC PTAC helps with federal government contracting, but I don't want to do business with the feds. Where can I get help figuring out how to offer my products to California counties and cities? A Very Small Business, El Dorado County

Dear “Small”: Many small businesses find that it's helpful to start with local government contracts. It is usually cheaper from the perspective of travel costs, bid submission, attendance at pre-award meetings and job walks. It also allows the business to establish a history of doing government contracting and subcontracting before they need to submit information about past jobs for Federal performance evaluations. Sometimes these contracts are smaller in dollar value and result in less up-front cost burden on the contractor. Still other companies find that the type of project they are best able to manage is local work, and this remains their preference.

The FTC PTAC counselors are able to provide counseling and assistance for all levels of government contracts. We have past experience managing these types of government contracts in the private sector, and have assisted our clients in

reviewing state, county, and city contracts. Because we look at so many types of contracts every day, we are adept at locating contracting guidance and will contact local government officials to get more information if needed.

There are more similarities than differences between various levels of government contracts. Basic principles of contract law apply to all contracts, and many local government contracts are based on regulatory principles of federal law. At The FTC PTAC, we look at these common areas, locate the special requirements of local contracts, research them, and share the information with our clients.

We also provide assistance with local government registrations that may be available. Some cities and counties have small business or emerging small business certifications available. The State of California has Small Business and Disabled Veteran Business Enterprise certifications. CalTrans, a large State of California agency, also has a Disadvantaged Business Enterprise certification.

For comprehensive help with ALL LEVELS of government contracting, call The FTC PTAC at 916-334-9388. We look forward to assisting you!

Do you have a question specific to government contracting? Email your questions to Carol@TheFTC.org or mail to Dear PTAC 4700 Roseville Road, Suite 105, North Highlands, CA 95660

Three PTAC Clients Go the Extra Mile

On Tuesday, Sept. 27th, 2002, three of The FTC PTAC clients went the extra mile to help the PTAC secure local funding required to “match” our federal grant, so our services can continue uninterrupted. Along with Timothy Terry, Chairman of The FTC Board of Directors, the three clients spent the entire day at the Sacramento County Board of Supervisors' Transient-Occupancy Tax Fund Hearing to give supporting testimony for The FTC PTAC.

Lynn Meland, President of **EM Assist**, competes with other companies in Washington and Arizona for government contracts. “Without PTAC services,” she stated “my competitors in other regions are going to have a significant advantage.” An advantage for Meland's competitors means that Sacramento loses out on contract dollars that directly lead to jobs for the region. Matt Cano, Contracts Administrator for **Composite Engineering Inc.**, added that “as small businesses, we don't have a large contracting department to research all the numerous complexities of the government contracts...having the PTAC available to us as a resource can be an incredible benefit.” Fernando Manfredi, CEO of **Semper Fi Manufacturing**, (featured on pg. 3) told County Officials that he is looking to expand his growing company by adding a manufacturing facility in the Sacramento area which would “bring work in the Sacramento area and also employment” to the region. He added that The PTAC “brings a lot to the community” and “is a very vital asset” to the region. He urged the Sacramento County Board to support The PTAC program and ensure that it remains here in the Sacramento area.

The FTC PTAC wants to give a very public thank you to these three clients who stepped up to help!

See “PTAC Adds Two New Partners,” a related story on page 1.

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For course descriptions, visit our website: www.TheFTC.org/PTAC.htm

October 8: “Federal Contract Administration,” 8:30 am to 12:00 pm at the Greater Sacramento SBDC, 1410 Ethan Way in Sacramento. Call the Greater Sacramento SBDC at (916) 563-3210 to register.

October 15: “Introduction to Federal Contracting,” 8:30 am to 12:00 pm at the Del Paso BIC, 1215 Del Paso Blvd. in Sacramento. Call The FTC PTAC at (916) 334-9388 to register.

October 16: “Introduction to Federal Contracting,” 1:00 pm to 4:00 pm at Yuba County One-Stop Center for Business and Workforce Development, 1114 Yuba Street in Marysville. Call the Yuba County One-Stop Center for Business and Workforce Development at (530) 741-4151 to register.

October 18: “Introduction to Federal Contracting,” 9:00 am to 12:00 pm at the Tehama County Library 645 Main Street in Red Bluff. Call The FTC PTAC at (916) 334-9388 to register.

October 22: “Introduction to Federal Contracting,” 9:00 am to 12:00 pm at the Lincoln City Annex, 580 Sixth Street, in Lincoln. Call The FTC PTAC at (916) 334-9388 to register.

October 24: “Introduction to Federal Contracting,” 8:30 am to 12:00 pm at the Folsom Chamber of Commerce, 200 Wool Street in Folsom. Call The FTC PTAC at (916) 334-9388 to register.

October 29: “Small Disadvantaged Business (SDB) and 8(a) Programs,” 8:30 am to 12:00 pm at the Hillsdale BIC, 5655 Hillsdale Blvd. Suite 8 in Sacramento. Call The FTC PTAC at (916) 334-9388 to register.

October 30: “Introduction to Federal Contracting,” 8:30 am to 12:00 pm at the Citrus Heights Career Center, 7640 Greenback Lane in Citrus Heights. Call The FTC PTAC at (916) 334-9388 to register.

November 6: “Introduction to Federal Contracting,” 9:00 am to 12:00 pm in Redding. Call the Cascade SBDC at (530) 225-2770 for location and to register.

November 13: “Doing Business with the General Services Administration.” 8:00 am to 11:00 am at the Folsom Chamber of Commerce, 200 Wool Street in Folsom. Call The FTC PTAC at (916) 334-9388 to register.

November 18: “Introduction to Federal Contracting,” 8:30 am to 12:00 pm at the Rancho Cordova BIC, 10665 Coloma Road, Suite 200 in Rancho Cordova. Call The FTC PTAC at (916) 334-9388 to register.

November 20: “Doing Business with the General Services Administration,” 9:00 am to 12:00 pm at the Sacramento County Farm Bureau, 8970 Elk Grove Blvd. in Elk Grove. Call The FTC PTAC at (916) 334-9388 to register.

December 4: “Doing Business with the General Services Administration,” 9:30 am to 12:00 pm in Redding. Call the Cascade SBDC at (530) 225-2770 for location and to register.

December 10: “Doing Business with the General Services Administration,” 9:00 am to 12:00 pm at the Roseville Chamber of Commerce, 650 Douglas Blvd. in Roseville. Call The FTC PTAC at (916) 334-9388 to register.

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November 18:
“Intro. to Fed. Contracting”

November 20:
“Doing Business with G.S.A.”

December 4:
“Doing Business with G.S.A.”

December 10:
“Doing Business with G.S.A.”

To enroll, please call:
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For more info, visit our website:
www.TheFTC.org/PTAC.htm

In previous issues of our *GovLink Review*, we have featured various employees of The Federal Technology Center (The FTC). This issue, we are featuring Joel Irvine and Jeff Peck, our engineering interns from California State University, Sacramento (CSUS), who work at Defense Microelectronics Activity (DMEA), a federal applied engineering laboratory located at McClellan Park, CA.



Joel Irvine
Engineering Intern

Joel Irvine has been working for The FTC as an engineering intern assigned to DMEA for one and a half years. He chose to pursue an engineering degree because of his extensive background in the engineering field working as an Aircraft Mechanic/

Engineering Technician for the U.S. Air Force for several years.

Before coming to The FTC, Joel considered working for Hewlett Packard and Intel. However, because of his 14 years of employment with the federal government, he decided to join DMEA.

Joel appreciates his work experience at DMEA because it has “enhanced his academic career” by enabling him to incorporate the theories learned in the classroom to real-world applications. He enjoys the flexibility his position provides, allowing him hands-on experience at various production and design work stations, as well as administrative desk work.

During his internship, Joel has learned how the microelectronics fabrication process fits together. He has also learned the value of close communication between fellow employees, clients and vendors.

When asked if he would recommend the DMEA internship to other engineering students, Joel indicated that he had already recommend it to fellow students and he will continue to do so because this is a “good opportunity to learn about this line of work and about working with the government.”

When Joel is away from school or work, he enjoys cross country skiing, running, swimming, playing the piano, working on the computer and on home improvement projects.



Jeff Peck
Engineering Intern

Jeff Peck began his internship at DMEA in May 2002, after leaving SMUD where he had been working as a computer engineering and programming intern for a year and a half.


He appreciates that through his internship at DMEA, he has been exposed to an electronics engineering environment, which has enhanced his “critical thinking skills,” and has allowed him to utilize his education

Peck - Continued on page 7

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Peck - Continued from page 6

in “real-world applications.” He has also learned the process that a test technician must follow on a fabricated wafer including wafer inspection, wire bonding, and wafer sawing.

Jeff affirms that he “would definitely” recommend an internship at DMEA to engineering students because “it is a great opportunity” to advance beyond just being “book-smart” to actually putting into practice what is taught in the classroom.

Jeff’s aspiration is to earn a Masters Degree in robotics. But in order to do so, he must first complete his Bachelors of Science (BS) degree in Electrical and Electronics Engineering (EEE). Within five years, he expects to have his EEE BS, to have secured a Research and Development position in Aerospace Robotics, and to be enrolled in a Robotics Master’s program.

During his scarce free time, Jeff enjoys spending time with his family, especially his 6-month old daughter. He values his family and is committed to being a good father. He also enjoys golf, softball, and basketball.

Technology Seminar

Continued from page 1



Cynthia Gonsalves, Keynote Speaker, visits with Todd Norton and Gary Weiss, DMEA

Larry Kelley, gave his audience an update on the activity and opportunities available at McClellan Park. Finally, Nicole Arnold of The FTC’s Procurement Technical Assistance Center (PTAC) introduced attendees to the services they provide and Carol Bowyer also of PTAC discussed what is required for businesses to prepare to bid on federal contracts.

At the conclusion of the formal conference,

attendees toured the laboratory facilities at DMEA. Due to the heightened security at all nuclear facilities, conferees were unable to enter the UC Davis Nuclear Radiation Center. Instead, Dr. Wade Richards, the Center Director, gave a briefing about the capabilities of the center and what projects are currently being worked.

To learn more about DMEA and opportunities for your business at The FTC, call (916)334-9388 or visit our website at www.TheFTC.org.

New Partners

Continued from page 1

helping businesses gain the marketing know-how and technical tools needed to participate in government contracting opportunities. We can help make 2002 and 2003 profitable years for your small business. Our class schedule for the coming months is included on page 5 you can also find it online at www.TheFTC.org/ptac.htm. Give us a call.

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