



THE FEDERAL TECHNOLOGY CENTER

GovLink Review



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DMEA DIRECTOR AWARDED FOR MAKING SACRAMENTO A BETTER PLACE FOR BUSINESS

On December 6, 2001, Sacramento Metropolitan Chamber of Commerce announced the recipients of the Public Champions for Business Awards. These recipients were Elected officials and government employees who have helped make Sacramento a better place for business. One of these recipients was Mr. Ted Glum, a dynamic and professional leader who continually works to find solutions that are beneficial to the local community, as well as the Department of Defense.

Glum is the Director of Defense Microelectronics Activity (DMEA), a Department of Defense (DoD) highly sophisticated microelectronics laboratory located in Sacramento. This lab houses over \$250 million of advanced technology equipment for analysis, engineering

redesign, development, and testing of critical, advanced microelectronic parts used



Mr. Ted Glum, Director of DMEA, was awarded for his commitment to business development in the Sacramento region.

in DoD weapon systems.

He was selected based on his "commitment to business development through an outstanding performance beyond expectations." Glum's commitment to serving business needs is highlighted by his work with Sacramento and Department of Defense (DoD) leaders to define a high-tech business park environment in the McClellan Air Force Base facilities that have been transferred to Sacramento County (now known as McClellan Park). By convincing the DoD to retain a presence in the Sacramento area, he championed the decision to transfer the Air Force Microelectronics Center to the DoD,

Commitment to Business Development

Continued on Page 3

Auditors Rate The FTC PTAC Outstanding

Just like many of the companies that we advise, The FTC PTAC, as a contractor to federal, state, and county agencies, is subject to end-of-year audits by the government. This year's audit was performed in December by an efficient team from the Defense Contract Management Agency (DCMA).

Our staff was ready: our files were current, our accounting records in order, and we'd even dusted our offices! Even so, such scrutiny can cause a bit of nervousness. We certainly understand, first hand, what other small businesses experience when the auditors are on hand.

We are pleased to share the GREAT news. Our reviewers gave The FTC PTAC their highest rating of "Outstanding"! Yes, we

are proud, but we realize that a good measure of the credit goes to *you*, our clients. By following through on our suggestions and recommendations, turning out in droves for our classes, making and keeping your appointments, successfully competing for government contracts, and sharing your award results, you have helped make us look good.

Our entire staff sends a heartfelt "Thank You" and "Congratulations!" to you, our *outstanding* partners! We look forward to continuing to provide outstanding service to you in 2002.

See the accompanying article, "Just the Facts: The FTC PTAC Accomplishments" on *Page 6*.

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Board Member Sharon Margetts Comments:



Sharon Margetts
Secretary

Consultant on Education, Small Business Operations, and Management issues; Co-Founder, Linking Education to Economic Development (LEED); Serves on the board of directors of Mercy Foundation; Past President, Sacramento Metro Chamber.

It goes without saying that in the wake of the tragic events of September 11, 2001, many things have changed. Our country, our state and our local communities are struggling to establish what our new “norms” look like. At least for the near term our country is virtually at war against terrorism. We here at The FTC are trying to comply with the President’s request to “get on with” our lives and our business. Our mission is “to promote economic and small business development by partnering small businesses with federal laboratories as well as teaching small businesses how to cut through the red tape to tap into the profitable government marketplace.”

The 2001 statistics for our Procurement Technical Assistance Center (PTAC) attests to the fact that we are indeed “getting on with” our business to help companies obtain contracts with federal, state and local governments. That our PTAC was rated *outstanding* by federal reviewers further

shows that we are filling a very vital niche for our business community and the entire Northern California area.

From the technical side of the house, we have brought our lab partners new liaisons, and provided additional training about opportunities for expanding partnerships with small businesses. We have also helped them obtain the additional financial resources they need to remain technologically viable.

Because of the changes we are experiencing, opportunities for doing more will expand. New technologies will be born and new applications developed because they are needed. We stand ready to help you keep our economy rolling. My three fellow board members join me in assuring you that we will do everything we can to help you make the year 2002 a strong one.

My fellow board members are:



Timothy P. Terry
Chair

Associate Attorney with Sonnenschein Nath & Rosenthal, Los Angeles; International law experience as attorney for LeBoeuf, Lamb, Greene and MacRae; Eight years as a senior legislative staff member and press secretary in the U.S. House of Representatives; Three years as government relations consultant.



Trevor A. Hammond
Vice Chair

Executive Director for the Residential Services Group of Eskaton Corporation, Sacramento, California; Retired Three-Star General from a career of over 30 years in the United States Air Force; Two years as a consultant for management, organizational and aviation issues.



Brice W. Harris
Treasurer

Chancellor of the Los Rios Community College District, Sacramento, California; Former President of Fresno City College; Faculty member and administrator in the Kansas City, Missouri Community College system.

“DEAR PTAC”

Dear PTAC:

I opened my own business about a year ago and am interested in getting government contracts. A friend told me I should apply for the Small Business Administration (SBA) program for minority-owned businesses called 8(a). What do I have to do, and why would this help me get government work?

- Name withheld by request

Dear Business Owner:

The SBA’s “Minority Small Business & Capital Ownership Development Program,” commonly called the 8(a), is designed to help qualified small businesses overcome economic disadvantage by providing them with business development assistance. Each federal agency and federal prime contractors establish goals for using 8(a) firms.

To be eligible, a company must satisfy ALL of the following:

1. Small business relative to the industry in which it operates
2. Socially disadvantaged
 - a. Designated groups – Black Americans, Hispanic Americans, Native Americans (including Eskimos and Native Hawaiians), Asian Pacific Americans, and Subcontinent Asian Americans
 - b. Non-designated groups – Must establish social disadvantage based upon “preponderance of the evidence” standard in 3 areas:
 - i. Personally experienced substantial and chronic social disadvantage within American society
 - ii. Negative impact upon entry or advancement in the business world through education,

employment, or business history

iii. Possess at least one objective distinguishing feature that has contributed to the social disadvantage, i.e. race, ethnic origin, gender, physical handicap or a long term residence in an environment that is isolated from mainstream America

3. Economically disadvantaged with Net worth <\$250,000 excluding:

- a. Equity in primary residence
- b. Ownership interest in business

4. At least 51% ownership interest in the business is held by an individual or in conjunction with other individuals (United States citizens) who are socially and economically disadvantaged, and who manage and control the daily operations.

5. Possess reasonable prospects, in the opinion of the SBA, for successful competition in the private sector

6. Has been in business in its primary classification for at least 2 full years prior to application

7. Has good character – SBA reviews criminal and civil records, ensures the company is not suspended or debarred, and evaluates the company’s business integrity

The FTC PTAC can answer questions about your 8(a) program application, and review your document for completeness before you submit it. Call us for an appointment at (916) 334-9388!

NEW: Federal Business Opportunities to Replace the Commerce Business Daily

The FTC PTAC has been advising our clients since September 2001 that *The Commerce Business Daily* (CBDNet) will be deactivated and replaced by *Federal Business Opportunities*. The change became effective January 1, 2002. A portion of the announcement, as it appeared in CBD, is included below. If you have any questions about how to navigate the new web site, please call us at 916-334-9388 for assistance.

"In accordance with the recent changes in the Federal Acquisition Regulation (FAR) designating Federal Business Opportunities (www.fedbizopps.gov) as the single point of universal electronic public access on the Internet for government-wide Federal procurement opportunities that exceed \$25,000, CBDNet will cease to accept notices effective midnight, January 1, 2002."

Your Ad Here

For advertising Rates, Please call John Baros at 916-334-9388.

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

FREE Courses and Seminars February - April 2002

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

February 5:

"Introduction to Federal Contracting," 8:30 am to 12:00 pm at the Oroville City Hall in Oroville, California. Call The FTC PTAC at (916) 334-9388 to register.

February 5:

"HubZone Empowerment Program," 1:30 pm to 4:30 pm at the Oroville City Hall in Oroville, California. Call The FTC PTAC at (916) 334-9388 to register.

February 13:

"Doing Business with General Services Administration (GSA)," 8:30 am to 12:00 pm at the Rancho Cordova BIC in Rancho Cordova. Call The FTC PTAC at (916) 334-9388 to register.

February 21:

"Small Disadvantaged Business (SDB) and 8(a) Programs," 8:30 am to 12:00 pm at the Greater Sacramento SBDC in Sacramento. Call the Greater Sacramento SBDC at (916) 563-3210 to register.

February 26:

"Introduction to Federal Contracting," 8:30 am to 12:00 pm at the San Joaquin Delta College SBDC in Stockton. Call (209) 943-5089 to register.

March 6:

"Introduction to Federal Contracting," 9:00 am to 12:00 pm in Mt. Shasta. Call Cascade SBDC at (530) 225-2770 to register.

March 6:

"Doing Business with General Services Administration (GSA)," 1:30 pm to 4:30 pm in Mt. Shasta. Call Cascade SBDC at (530) 225-2770 to register.

March 12:

"Introduction to Federal Contracting," 8:30 am to 12:30 pm at the Hillsdale BIC in Sacramento. Call The FTC PTAC at (916) 334-9388 to register.

March 14: Night Class!

"Introduction to Federal Contracting," 5:30 pm to 8:30 pm at The FTC PTAC in North Highlands. Call The FTC PTAC at (916) 334-9388 to register.

March 19:

"Doing Business with General Services Administration (GSA)," 8:30 am to 12:00 pm at the Greater Sacramento SBDC in Sacramento. Call the Greater Sacramento SBDC at (916) 563-3210 to register.

April 2:

"Government Contract Administration," 8:30 am to 12:00 pm at the Greater Sacramento SBDC in Sacramento. Call the Greater Sacramento SBDC at (916) 563-3210 to register.

SAVE THESE DATES

Free Seminars For All Small Businesses

February 5:

"Intro. to Fed. Contracting"

February 5:

"HubZone Empowerment Program"

February 13:

"Doing Business with General Services Administration (GSA)"

February 21:

"Small Disadvantaged Business (SDB) and 8(a) Programs"

February 26:

"Intro. to Fed. Contracting"

March 6:

"Intro. to Fed. Contracting"

March 6:

"Doing Business with General Services Administration (GSA)"

March 12:

"Intro. Fed. Contracting"

March 14:

"Intro. Fed. Contracting"

March 19:

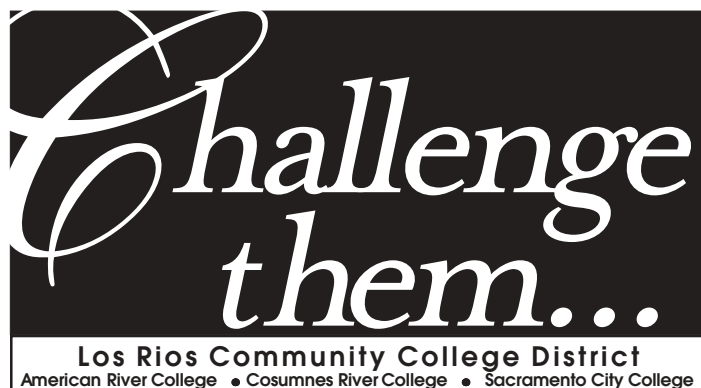
"Doing Business with General Services Administration (GSA)"

April 2:

"Government Contract Administration"

For enrollment call: (916) 334-9388

www.TheFTC.org/PTAC.htm



Just The Facts:

The FTC PTAC FY 2000-2001 Accomplishments

When the government team reviewed the Procurement Technical Assistance Center program, they were impressed with the statistics listed in the column to the left.

- Achieved a **36 to 1 return on investment** in terms of dollars awarded to clients compared to the cost of operating the program.
- Our clients reported **833 government contract awards** totaling **\$14.2 million** dollars.
 - **\$7.3 million** in federal awards.
 - **\$6.9 million** in state and local awards.
- Created and/or retained **335 jobs** in a wide variety of industries and professions. (Based on the Defense Logistics Agency's calculation of 1 job for every \$42,500 in contract awards received by PTAC clients).
- Assisted **357 clients** representing businesses from the **10 counties** in our service area as well as from **14 counties** outside our service area.
- Taught **54 seminars** (consisting of **120 classes**) at our facility and 18 off-site locations.
- Held **1,071 one-to-one client-counseling sessions** for a total of 1,627 hours.

Many of the statistics which we are required to document and use to measure the successes we have had can only come from you, our client partners. By completing and returning the surveys and questionnaires we mail to you during the year, you do us a great service. How successful we are in helping you, determines the viability of our PTAC and the ultimate long term success of the program. We would like to feature your company's contracting successes in a future issue of our newsletter, so others can be encouraged to do business with the government. Please continue to share your successes and testimony as to how our program has helped your business.

Contact Leann Androvich,
(916) 334-9388 if you would like to be considered for a feature article.



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Nicole Arnold



Nicole Arnold, Program Assistant for the Procurement Technical Assistance Center (PTAC), has been with the program since its inception in July, 2000. She manages the Bid-Matching service which helps small businesses locate contracting opportunities with federal, state and local governments. Nicole helps clients discover the types of certifications for which they qualify, assists them in understanding the registrations they need to be eligible for government contracts,

and she helps clients navigate the complicated government websites. Nicole also teaches an introduction to government procurement process course to small businesses in Northern California. She is currently developing new class material to teach small businesses how to search the web for government contracting opportunities.

Nicole speaks Spanish and enjoys assisting PTAC's Spanish-speaking clients to understand the government procurement process. For more complex business consultations, she works with an interpreter. Additionally, she provides Information Technology support to the entire staff of The Federal Technology Center.

Nicole, a 1998 University of California, Davis graduate, has worked in the Sacramento Business Community for three years working for non-profits and an Environmental Engineering Company. She has also taken advanced classes on Government Services Administration (GSA)

Schedules, Federal and State Contracting, HTML, web page design, and she completed requirements for an OSHA 40 Hour HazMat Certification.

Nicole is the Community Outreach Program Director for WebGrrls, Sacramento. In this volunteer position, she plans and manages community programs designed to teach young girls about science and technology. Nicole also serves on the SBA Women's Roundtable Board, helping women in business succeed. Additionally, Nicole volunteers as a naturalist on Junior High School biking and camping trips, and as a grade school Science Fair Judge.

Contact Nicole to learn how the Bid-Matching Service can save your company on-line research time and money, or to get her assistance navigating government websites. She can be reached at: 916.334.9388, or e-mail Nicole@TheFTC.org.

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