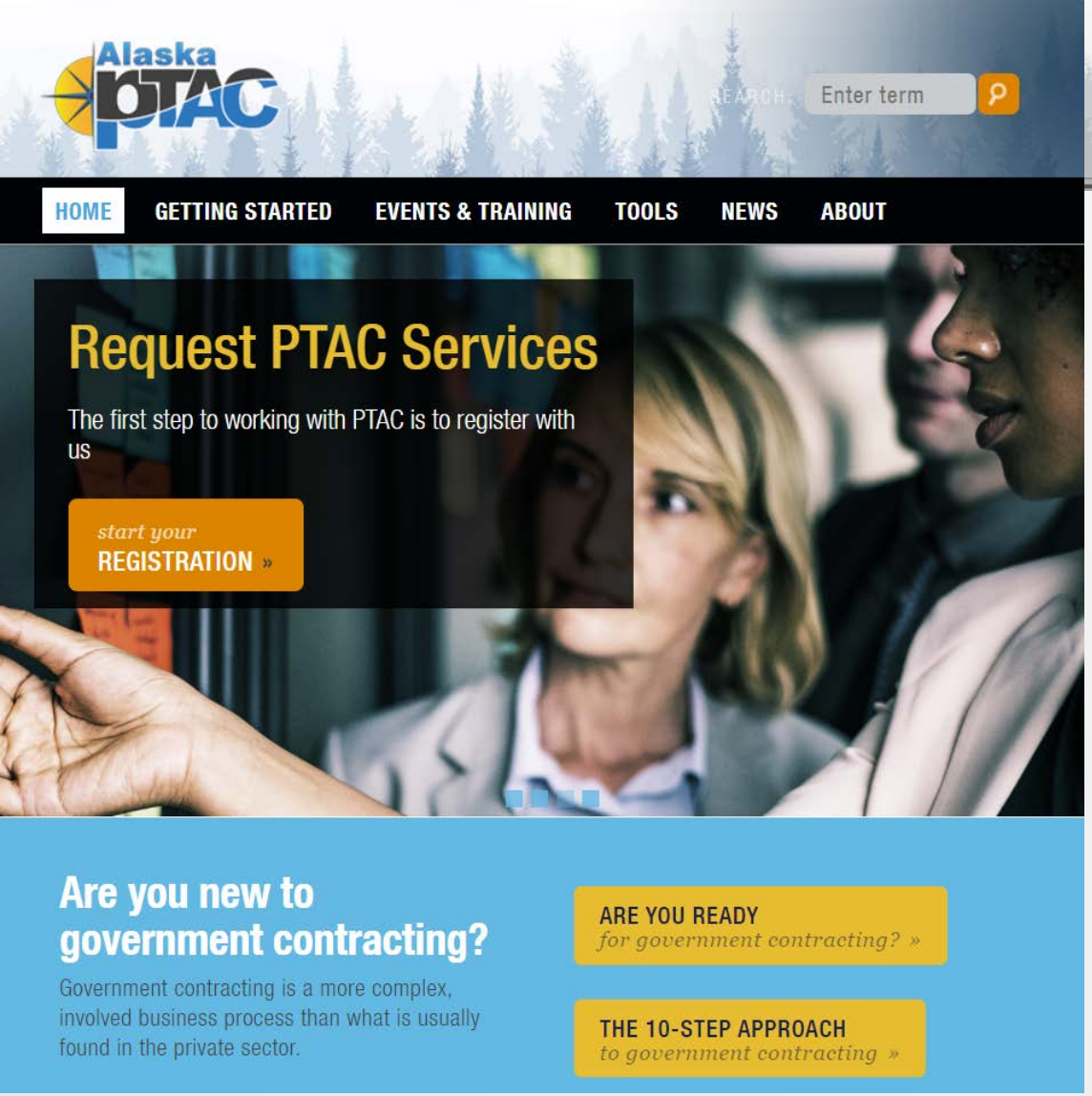
GREATER JUNEAU Chamber of Commerce

Federal & State Government Contracting

Are there opportunities for your business?

Jody King, PTAC Contract Specialist
June 16, 2022

Introduction to PTAC



Procurement Technical Assistance Center (PTAC):

- Free assistance with all aspects of government contracting, from cradle to grave (start to finish) for federal, state and local purchasing activity.
- Free one-on-one appointments
- Free workshops (Special events and extended training session may have registration fees)
- The Alaska PTAC is one of 90+ other PTAC across the US, Puerto Rico, & Guam.

https://ptacalaska.org/
https://www.aptac-us.org/

UAA Business Enterprise Institute
University of Alaska Anchorage

The Alaska PTAC is a program of the UAA Business Enterprise Institute and funded in part through a cooperative agreement with the Department of Defense.

Alaska PTAC
Helping Connect Business & Government In Alaska

Show me the money…

USASPENDING.gov

Alaska

Spending Explorer | Award Search | Profiles

Total Awarded Amount
$15.3 Billion
from 23,930 prime awards

Face Value of Loans
$1.3 Billion
from 3,244 prime awards

Alaska
FY22
$9,237,234,496

Amount Obligated

Juneau
$708,358,587

Awarded Amount

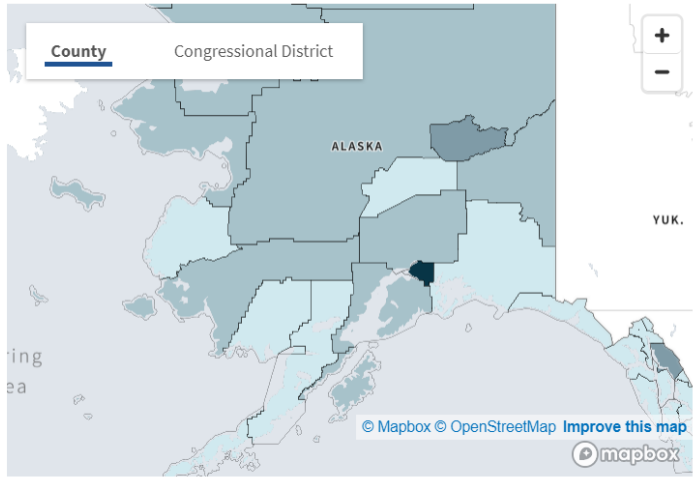
Details

Population	739,795 (2017 est.)
Awarded Amount Per Capita	$20,728
Median Household Income	$76,440 (2016 est.)

Award Breakdown

Award Type	Amount	Count
Direct Payments	$8.0B	7,951
Grants	$5.0B	5,519
Contracts	$2.3B	6,417
Loans	$43.3M	3,244
Other Financial Assistance	$28.0M	851

Primary Place of Performance



https://www.usaspending.gov/state/alaska/latest

Counties

Name	Awarded Amount	% of Total
1. ANCHORAGE	$2.86B	18.65%
2. FAIRBANKS NORTH STAR	$1.16B	7.53%
3. JUNEAU	$722.26M	4.71%
4. MATANUSKA-SUSITNA	$577.31M	3.76%
5. KENAI PENINSULA	$458.45M	2.99%

Recipients

Name	Awarded Amount	% of Total
1. MULTIPLE RECIPIENTS	$2.30B	14.99%
2. HEALTH AND SOCIAL SERVICES, ALASK…	$1.90B	12.38%
3. TRANSPORTATION AND PUBLIC FACILI…	$1.13B	7.36%
4. YUKON-KUSKOKWIM HEALTH CORPOR…	$634.28M	4.14%
5. ALASKA NATIVE TRIBAL HEALTH CONS…	$615.57M	4.01%

Awarding Agencies

Name	Awarded Amount	% of Total
1. Department of Health and Human Ser…	$5.38B	35.06%
2. Social Security Administration (SSA)	$1.84B	11.99%
3. Department of Transportation (DOT)	$1.48B	9.64%
4. Department of Defense (DOD)	$1.31B	8.54%
5. Department of the Treasury (TREAS)	$1.15B	7.51%

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USASPENDING.gov

Spending Explorer | Award Search | Profiles

Alaska

NAICS Codes

Name	Awarded Amount	% of Total
1. 236220 - Commercial and Institutional …	$362.54M	2.36%
2. 561210 - Facilities Support Services	$179.30M	1.17%
3. 237990 - Other Heavy and Civil Engine…	$107.94M	0.7%
4. 524292 - Third Party Administration of …	$103.50M	0.67%
5. 541330 - Engineering Services	$100.75M	0.66%

Contracts 4,085 | Contract IDVs 0 | Grants 3,257 | Direct Payments 4,760 | Loans 2,051 | Other 514

Recipient Name	Start Date	End Date	Award Amount (Total Award Obligations to Date)	Description
DOYON UTILITIES, LLC	9/28/2007	8/14/2058	$629,106,377	UTILITY SERVICE CONTRACT FOR UTILITY PRIVATIZATION
DOYON UTILITIES, LLC	9/28/2007	8/14/2058	$385,459,042	UTILITY SERVICE CONTRACT FOR UTILITY PRIVATION
ARCTEC ALASKA JV	10/1/2015	9/28/2022	$245,298,985	IGF::CT::IGF OPERATION&MAINTENANCE OF ALASKA RADAR SYSTEM
DOYON UTILITIES, LLC	9/28/2007	8/14/2058	$161,171,726	UTILITY SERVICE CONTRACT FOR UTILITY PRIVATIZATION
UNIT-ASRC CONSTRUCTION, LLC	3/8/2019	12/30/2021	$136,594,861	LRDR POWER PLANT (LPP) CONSTRUCTION
WOLF CREEK FEDERAL SERVICES, I…	9/28/2015	12/16/2024	$133,914,839	IGF::OT::IGF FORT GREELY BALLISTIC MISSILE DEFENSE MISSION SU…
NEESER CONSTRUCTION, INC.	12/20/2018	6/30/2022	$99,766,387	CONSTRUCT MF4 INFRASTRUCTURE WITH UTILIDORS AND OTHER …
ASRC COMMUNICATIONS, LTD.	10/1/2018	9/29/2022	$88,824,244	INSTALLATION SUPPORT SERVICES FOR GEOGRAPHICALLY SEPARA…
TUTOR PERINI CORPORATION	4/29/2022	8/11/2025	$84,562,816	DESIGN AND BUILD CONSTRUCTION SERVICES TO BUILD RESIDENT…
WATTERSON CONSTRUCTION COM…	6/5/2018	9/25/2020	$83,862,853	EIE382-CONSTRUCT F-35A AIRCRAFT WEATHER SHELTER, SQUAD #…
SEMCO ENERGY, INC.	7/11/2005	7/11/2055	$79,654,512	20000551111!!000000889966!!55770000!!FFAA55000000!!33CCOON…
BAUER FOUNDATION CORP.	8/23/2021	1/7/2025	$75,542,730	MOOSE CREEK DAM MODIFICATION
WATTERSON CONSTRUCTION COM…	1/25/2018	2/10/2020	$58,571,890	DESIGN AND CONSTRUCT F-35A AIRCRAFT WEATHER SHELTER SQU…
UNIT COMPANY	4/1/2020	7/7/2022	$53,588,811	DESIGN AND CONSTRUCTION OF THE ADDITION/ALTERATION OF T…

Alaska PTAC
Helping Connect Business & Government In Alaska

Show me the money…

Alaska Department of Administration
DIVISION OF FINANCE

FINANCIAL REPORTS

Checkbook Online

ALASKA CHECKBOOK ONLINE

Summary and Detail Reports of Expenditures

NOTE: The State of Alaska implemented a new financial and procurement system, IRIS, on July 1, 2015. Starting with Fiscal Year 2016, Checkbook Online reports will look different from previous fiscal years due to this change.

Fiscal Year 2022 (07/01/2021 - 06/01/2022)

Detail Reports

- Detail by Expense Type - MS Excel / CSV
- Detail by Department - MS Excel / CSV (This report is identical to the Payment Detail Report)
- Detail by Vendor - MS Excel / CSV

Summary Reports

- Summary by Expense Category - MS Excel / CSV
- Summary by Department - MS Excel / CSV
- Summary by Vendor - MS Excel / CSV

https://doa.alaska.gov/dof/reports/ckbkonline.html

State of Alaska Departments	Sum of Amount
Department of Administration	$ 897,932,183.35
Department of Commerce, Community and Economic Development	$ 373,418,264.46
Department of Corrections	$ 82,103,601.87
Department of Education and Early Development	$ 1,650,139,153.94
Department of Environmental Conservation	$ 52,090,655.26
Department of Fish and Game	$ 29,950,863.54
Department of Health and Social Services	$ 559,513,354.45
Department of Labor and Workforce Development	$ 25,847,556.22
Department of Law	$ 4,352,255.65
Department of Military and Veterans' Affairs	$ 92,385,898.39
Department of Natural Resources	$ 40,700,327.75
Department of Public Safety	$ 56,492,693.46
Department of Revenue	$ 97,287,421.25
Department of Transportation and Public Facilities	$ 958,654,344.49
Judiciary	$ 16,955,211.14
Legislature	$ 12,517,432.87
Office of the Governor	$ 19,415,466.48
Grand Total:	**$ 4,969,756,684.57**

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Alaska Department of Administration
DIVISION OF FINANCE

FINANCIAL REPORTS

Checkbook Online

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Summary Reports

- Summary by Expense Category - MS Excel / CSV
- Summary by Department - MS Excel / CSV
- Summary by Vendor - MS Excel / CSV

Department of Administration	**$**	**897,932,183.35**
Benefits	**$**	**789,557,083.81**
Business	**$**	**4,135,018.37**
Capital Lease Payments	**$**	**550.00**
Debt Service	**$**	**178,229.87**
Equipment	**$**	**3,205,585.96**
Information Technology	$	3,205,585.96
Household/Institutional	**$**	**4,108.18**
Cleaning	$	2,276.03
Clothing & Uniforms	$	1,832.15
Instate Travel	**$**	**8,041.31**
Non-Interagency Svcs	**$**	**100,285,984.82**
Accounting/Auditing	$	544,680.90
Advertising	$	6,533.06
Architect/Engineer	$	5,066.42
Attorney	$	145,562.16
Cellular Phones	$	74,518.83
Claim/Judgement Non-Taxable	$	16,831.39
Commission Retainage	$	3,364.78
Courier	$	21,107.02
Data/Network	$	2,482,616.59
Disposal	$	58,901.85
Electricity	$	49.75
Equipment and Machinery - Rentals/Leases	$	261,502.72
Equipment and Machinery - Repairs/Maintenance	$	564,023.17
Freight	$	15,541.88
Hearing/Mediation	$	138,618.04
Honorariums/Stipend	$	20,047.00
Information Technology Consulting	$	22,936,903.63
Information Technology Equip Repair/Maint	$	427,626.72
Information Technology Equipment Leases	$	17,620.79
Information Technology Training	$	36,000.00
Insurance/Bonds	$	9,743,198.28
Interest Expense	$	390.40
Interpreter	$	1,773.55
Judgement/Settlement Interest	$	36,570.00
Laundry	$	287.44
Local/Equipment Charges	$	640,227.62
Long Distance	$	144,732.40
Management/Consulting	$	3,383,446.89
Medical	$	15,925.00
Memberships	$	139,508.04
Other Wireless Charges	$	17,091.19
Penalties And Fines	$	262.71
Postage	$	1,645,901.72
Print/Copy/Graphics	$	889,388.59
Program Management/Consulting	$	28,868,694.75
Safety Services	$	35,629.05
Software Licensing	$	20,178,518.77
Software Maintenance	$	5,051,540.13
Structure, Infrastructure and Land - Rentals/Leases	$	610,979.17
Structure, Infrastructure and Land - Repairs/Maintenance	$	319,296.73
Sub-Recipient Pass-Through Grants (Non-Taxable)	$	9,423.93
Television	$	685,218.26
Training/Conferences	$	90,863.50
Other Current Assets ACFR	**$**	**538,109.26**
Out Of State Travel	**$**	**777.75**
Repair and Maintenance	**$**	**15,582.32**
Building Materials	$	15,466.82
Parts and Supplies	$	115.50
Safety	**$**	**3,111.70**
Other Safety	$	3,111.70

https://doa.alaska.gov/dof/reports/ckbkonline_reports.html

Getting Started

Start by evaluating your current customers

- **Who** are your current customers?
  - **What** do they buy?
    - **When** do they buy?
      - **Where** do you find them?
        - **Why** would they buy?
          - **How** do you sell to them?

Getting Started

Who - governmental counterparts to your commercial clients?
- key stakeholders; program decisions, cardholders, COs?
- competitors?

What - procurement practices / contract types are being utilized?
- is the budget?
- are the program priorities?

When - is the activity up for re-procurement? (contract cycle)

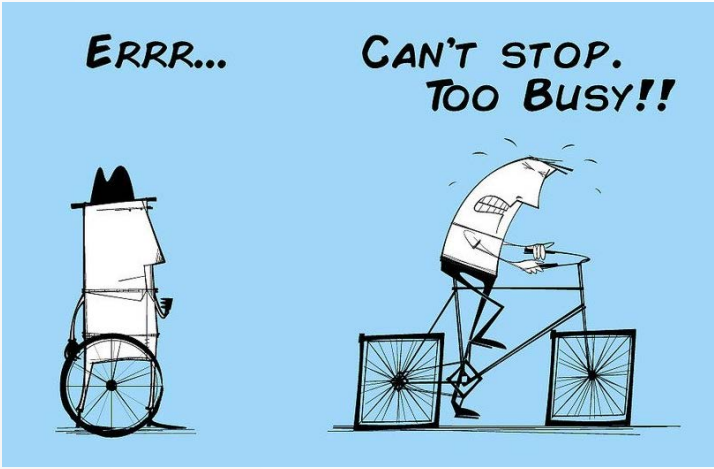
Where - do you find the buyers?
- is the contracting activity local, regional or headquarters?

Why - would they buy your goods/services?

How - do you sell to them?

Do the Research

Market research is essential to understanding your customers and your competition.

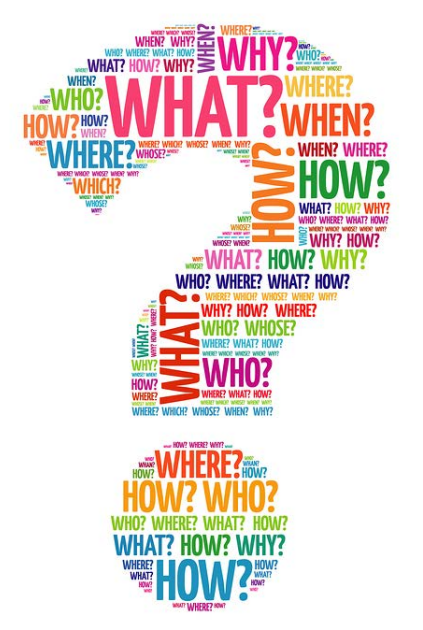


- Identifies trends
- Creates informed decisions
- Informs of potential new business development
- Guides project management considerations
- Allows productive allocation of staff time and resources

Provides the potential to increase you success rate!

Research Questions

- What is your target geographic region: locally, statewide, or nationally?
- What level of government: local, state, or federal agencies?
- Which agencies or departments purchase your product?
- Who are the buyers & where are they located?
- How often do they buy and in what quantity?
- Who are your primary competitors in this market?
- Are future buys anticipated?
- Which contracts are due to expire, to be rebid or terminated?
- What is the dollar amount of contracts in your industry?
- Why did the government buy that particular product/service?



Research Websites - Federal

SBA DSBS

Industry

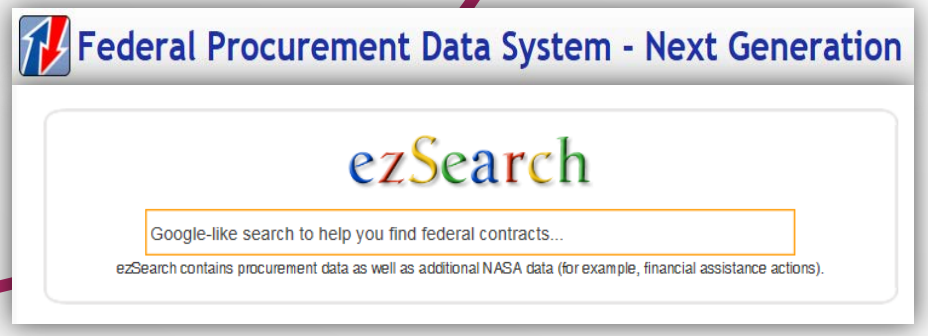
Agency Budgets

Agency Forecast

Agency Website

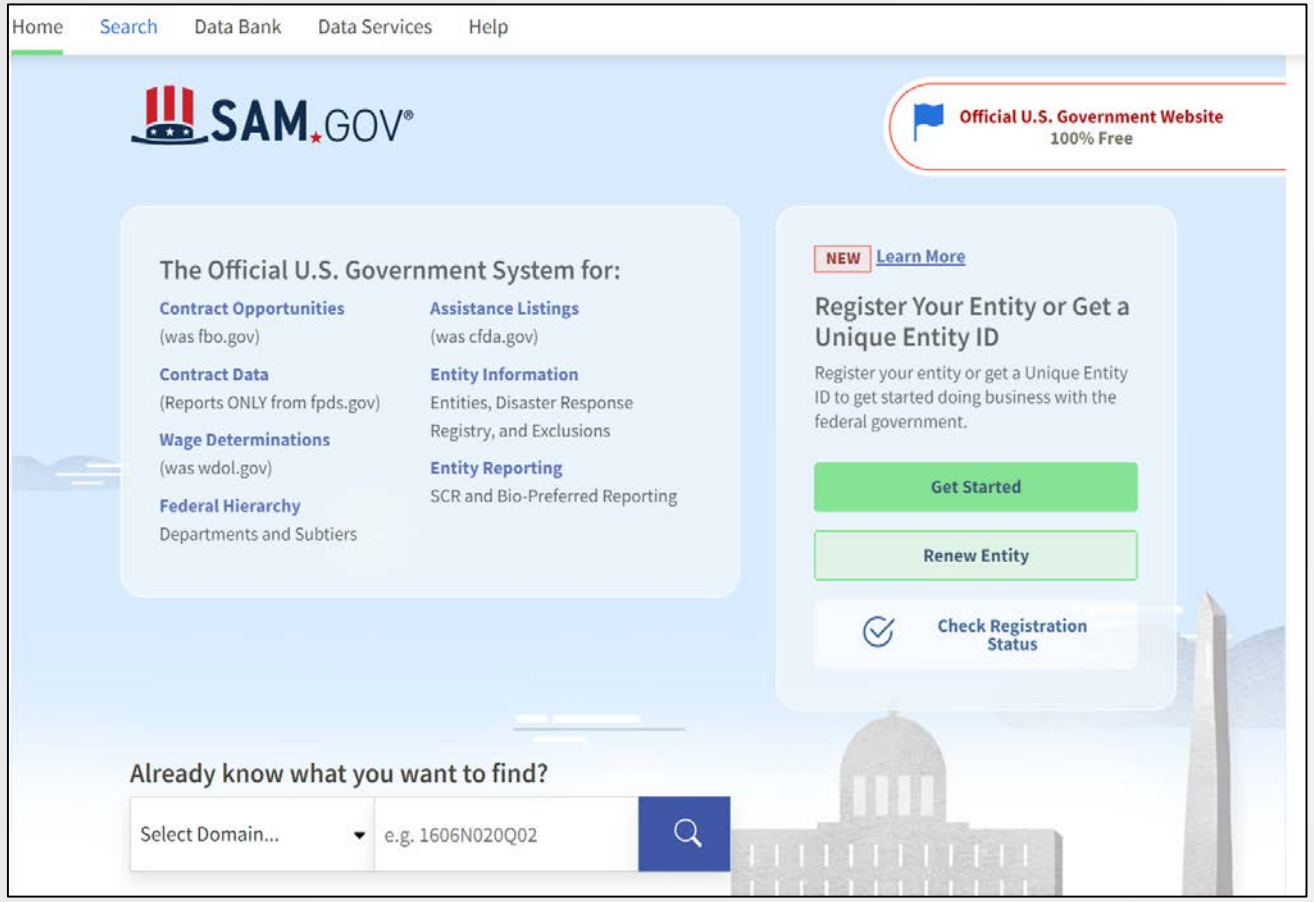
Office of Small Business Programs

USASPENDING.gov



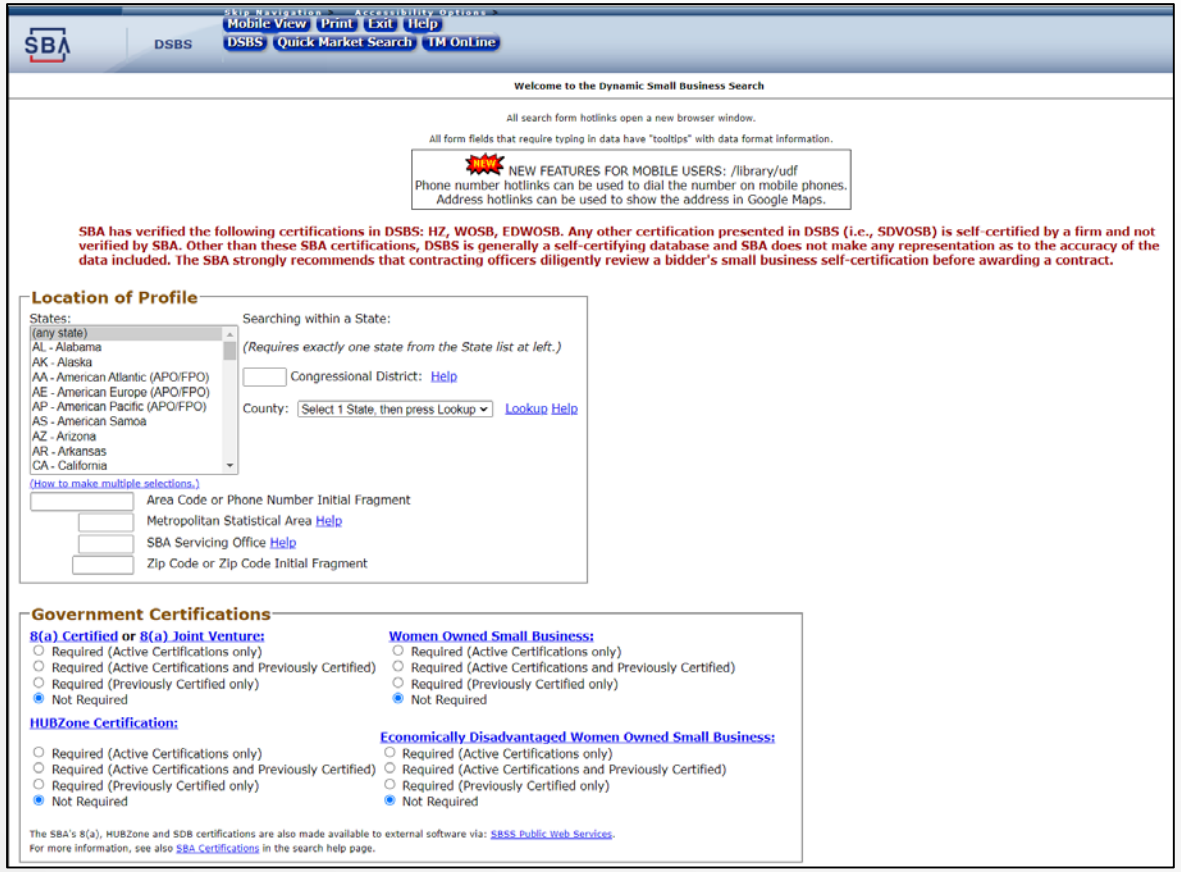
SAM & DSBS

System for Award Management (SAM)



https://sam.gov/content/home

SBA Dynamic Small Business Search (DSBS)



https://web.sba.gov/pro-net/search/dsp_dsbs.cfm

Small Business Importance

SBA Issued Certification

- 8(a) Business Development Program
- Historically Underutilized Business Zone (HUBZone)
- WOSB – Woman Owned Small Business
- EDWOSB – Economically Disadvantaged Woman Owned Small Business

https://www.sba.gov/sites/default/files/articles/Small%20Business%20Certifications.pdf

Self Certification via the System for Award Management (SAM)

- Small Business as defined by primary NAICS Codes
- Minority Owned Business
- Woman Owned Business*
- Veteran Owned Business*

VA Certified Veteran Enterprise (CVE)

- Veteran Owned Small Business (VOSB)
- Service-Disabled Veteran Owned Small Business (SDVOSB)

Moving fully to SBA in 2023 – required for all federal contracts

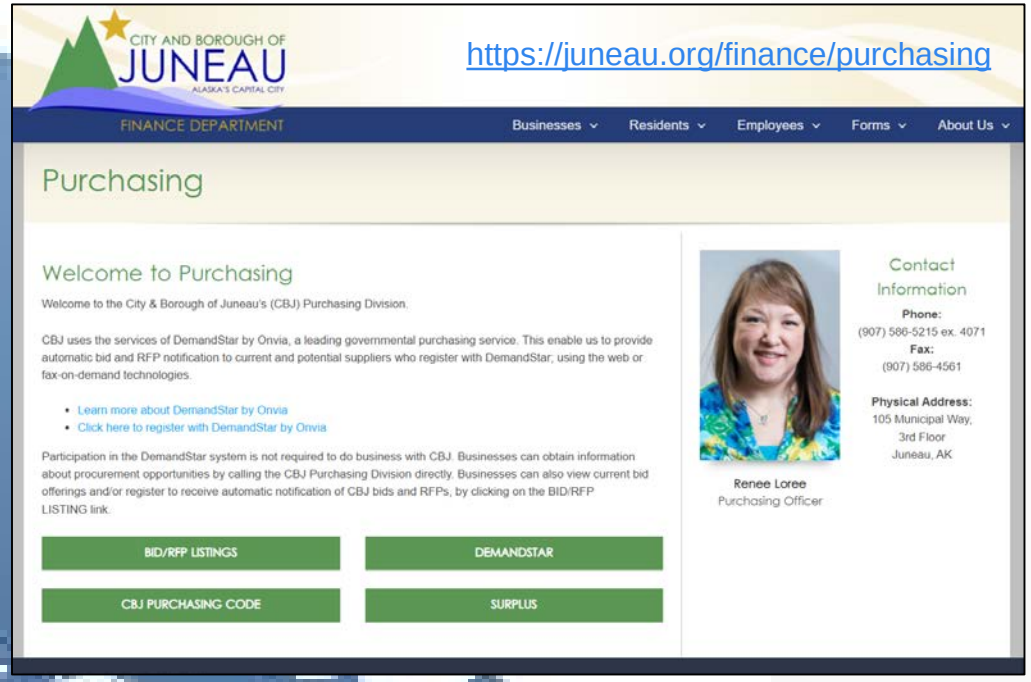
Alaska PTAC
Helping Connect Business & Government In Alaska

State & Local Contracting

State Contracts

- Alaska Product Preference Program
- IRIS Vendor Self-Service (VSS)
- Procurement Information - General Services
- Procurement Information - Transportation

https://alaska.gov/businessHome.html



https://juneau.org/finance/purchasing

Alaska PTAC
Helping Connect Business & Government In Alaska

Research Websites - State

State of Alaska | myAlaska | My Government | Resident | Business in Alaska | Visiting Alaska | State Employees

Online Public Notices

OFFICE OF THE LIEUTENANT GOVERNOR

Online Public Notices

Home | Search | Browse | Log In

Notice to Vendors

The state's Vendor Self Services (VSS) website allows vendors to easily manage account information, track payments, and respond to procurements electronically.

CLICK HERE TO ACCESS VENDOR SELF SERVICES (VSS)
(Website is only accessible outside of the SOA network)

For references and resources about VSS vendors may access the following link:
http://doa.alaska.gov/dof/iris/vendor.html.

Search Notices

Browse Active Notices

Login w/ myAlaska

Most Viewed | Most Recent | Upcoming Events/Deadlines

- SEF2325 Contract for Plow Truck Up-fitting - Amendment 1
- ITB 2523S010-Supplemental Passenger and Vehicle Transportation Services for AMHS-South Central and Southwest Alaska
- ITB 2522N045; Traffic Marking Paint, Western District, Federally Funded
- Request for Information (RFI) Hazard Fuel Mitigation and Fuel Break Implementation
- ITB # 22-40-311444 Mainline Hardwood Ties

Feature Spotlight

Advanced Search

Multiple search fields are available to help narrow down what you're looking for. Search by department, category, location, and more.

Online Public Notices

ONLINE PUBLIC NOTICE

Search

Home | Search | Browse | Log In

Search Fields

Status: Active
Title:
Full Text:
Department: - Select -
Category: - Select -
Sub-Category: - Select -
Location(s): (ANC) Ted Stevens Anchorage I
Press [Ctrl] to select more than one location
Anchorage
Arctic Region
Barrow
Project/Reg. #:

Dates

	From	To
Event/Deadline:		
Publish Date:		
Archive Date:		

Clear | Search

Search Results

https://aws.state.ak.us/OnlinePublicNotices/

Research Websites - State

Construction & Maintenance Contracting

Bid Express Secure Internet Bidding

Bid Express Electronic Bidding

For all large procurement construction contracts: All prime contractors, subcontractors, and DBEs must be on the Alaska DOT&PF AASHTOWare Project Vendor list in order to register on plan holder's lists. Bidders must have an AASHTOWare Project Vendor ID or your bid may not be accepted. You can get on the Alaska DOT&PF AASHTOWare Project Vendor List now! Click here for instructions.

AASHTOWare Project Alaska DOT&PF

For more information, please visit the AASHTOWare Project page for Contractors

Construction Bidding

- Tentative Advertising Schedule
- Current Bid Calendar
- Bid Opening Results
- Contract Award Status
- Historical Bid Data
- AASHTOWare Project Vendor List
- Contractor Bidding Information

Requests for Proposals

- Professional Services
- Request for Proposals over $200,000 for FAA, FHWA, FTA and State Funded
- RFP Advertising Schedule
  - Central Region
  - Northern Region
  - Southcoast Region
- Request for Proposals less than or equal to $200,000 for FAA, FHWA, FTA and State Funded
- Obtaining RFP E-Documents
- About RFPs
- Large Procurement Manuals
- Small Procurement Manuals

Related Resources

- AASHTOWare Project
- Disadvantaged Business Enterprise (DBE)
- Online Public Notices
- Contracts Officer Bulletins
- Publications, Forms, Manuals
- Const. Warrant Program System
  - Construction Warrant Program
  - Warrant Manual
  - Warrant Application
- Qualified Products List (QPL)
- Suspended Contractors
- Contacts

https://dot.alaska.gov/procurement/

SoA – DBE Program

Alaska Department of Transportation and Public Facilities
CIVIL RIGHTS OFFICE

SEARCH DOT&PF

Travel | Business | News and Social | Projects | About Us

You are here: DOT&PF > Civil Rights Office > AUCP

Home | Programs | News/Events | Forms | Bidding Info | Data/Archives | DBE Directory | Calendar | Contact Us

IMPORTANT NOTE: Prior to applying to the Alaska DBE program all firms must registered as an Alaska DOT&PF AASHTOWare Project Vendor. Click on the link below to get registered today!
Instructions to become a vendor

File a Complaint

Disadvantaged Business Enterprise (DBE) Program

The main objectives of the DBE Program are:

- To ensure that our contractors comply with DBE laws and requirements.
- To ensure that DBEs can compete fairly for federally funded transportation-related projects.
- To ensure that only eligible firms participate as DBEs.
- To assist DBE firms in competing outside the DBE Program.

Alaska Approved Disadvantaged Business Enterprise (DBE) Program

Alaska Approved Small Business Enterprise (SBE) Program Plan
SBE Program Approved by FHWA

AUCP DBE Info

- DBE Program
- Forms
- Application
- Renew your DBE/ACDBE Certification
- Directory
- Support Services
- Alaska Unified Certification Program
- Certification Process
- Eligibility Requirements
- DBE Certification Requirements
- Your Guide to DBE Certification
- Unified Certification Program Members

DBE Applicants Must Meet These Criteria

- business status, including size
- social & economic disadvantage
- ownership
- independence
- management and control

https://dot.alaska.gov/cvlrts/aucp.shtml

AUCP Disadvantaged Business Enterprise (DBE) Directory

The Alaska Unified Certification Program (AUCP) Disadvantaged Business Enterprise (DBE) directory and Alaska Department of Transportation and Public Facilities' (DOT&PF) Bidder's Registration are updated at the beginning of each business week. . For additional information, please email the Civil Rights Contract Compliance Officer at sarah.starzec@alaska.gov or call 907-269-0845.

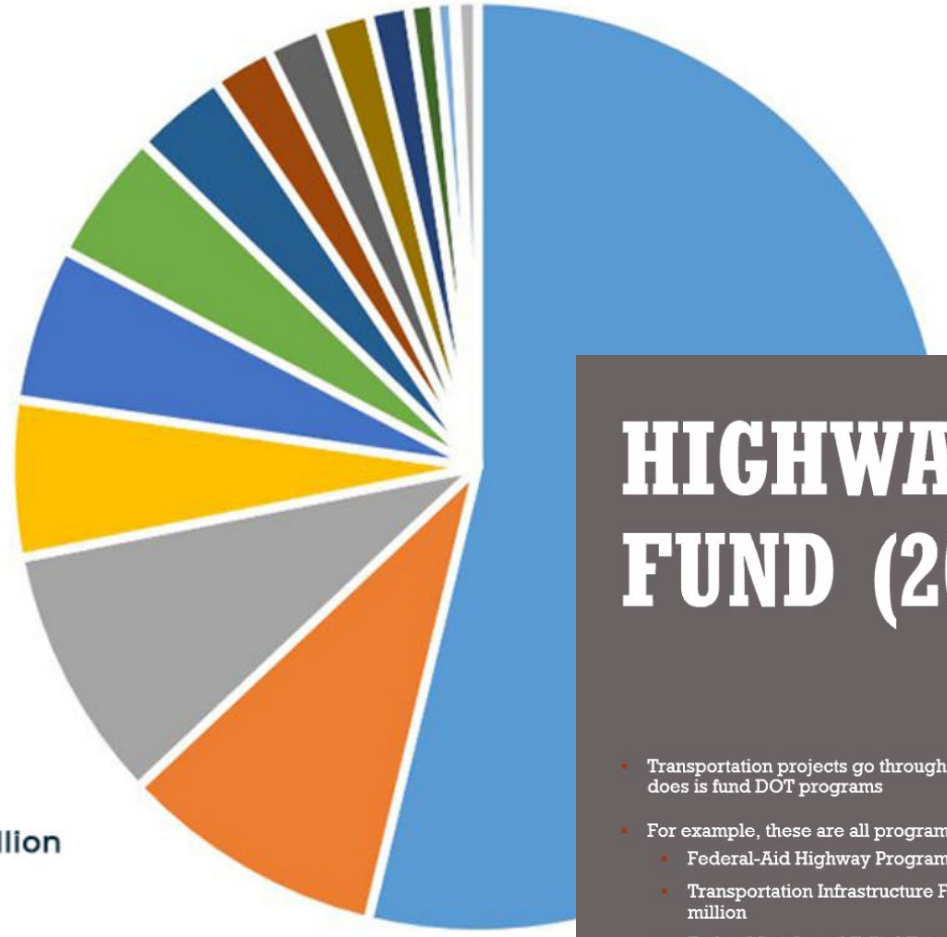
INCLUSION IN THIS DIRECTORY DOES NOT CONSTITUTE AN ENDORSEMENT NOR GUARANTEE OF THE CAPABILITY, DEPENDABILITY, AVAILABILITY OR BONDING LIMIT OF ANY FIRM LISTED BY THE ALASKA DOT&PF.

How to find a DBE firm:

1. Alphabetical by Firm Name (Entire DBE Listing)
2. Alphabetical by NAICS Code (Entire DBE Listing)
   Please note that the NAICS descriptions in this directory do not contain the last zero of the six-digit NAICS code.
3. Alphabetical by Work Category (Entire DBE Listing)
   Remember, as a prime contractor, you do NOT have to solicit bids from DBE firms that have indicated 'Required GFE Contact - NO' for either the work category or region.

IIJA

- **Previously-Passed Transportation Funding * | $650 billion**
- **Roads, Bridges and Related Programs | $111 billion**
- **Energy, Power and Electric Grid Reliability | $107.50 billion**
- **Freight and Passenger Rail | $66 billion**
- **Broadband | $65 billion**
- **Water and Wastewater Infrastructure | $55 billion**
- **Public Transportation | $39.20 billion**
- **Airports | $25 billion**
- **Natural Disaster Prevention and Mitigation | $23.30 billion**
- **Cleaning-Up Abandoned Sites | $21 billion**
- **Army Corps of Engineers | $16.70 billion**
- **Highway and Pedestrian Safety | $11 billion**
- **Ports and Coast Guard | $7.8 billion**
- **Cybersecurity and Other Infrastructure Programs | $10.11 billion**



HIGHWAY TRUST FUND (2022-2026)

- Transportation projects go through individual states, so most of what the Act does is fund DOT programs
- For example, these are all programs funded by the Highway Trust Fund:
  - Federal-Aid Highway Program – $27.3 billion
  - Transportation Infrastructure Finance and Innovation Program – $250 million
  - Federal Lands and Tribal Transportation Programs
    - Tribal Transportation Program – $3 billion
    - Federal Lands Transportation Program (to National Park Service, U.S. Fish and Wildlife Service) – $2.2 billion
    - Federal Lands Access Program – $1.5 billion
  - Territorial and Puerto Rico Highway Program – $1.14 billion
  - Nationally Significant Freight and Highway Projects – $4.8 billion

Infrastructure Investment & Jobs Act

IIJA – Alaska Impact

Alaska Department of Transportation and Public Facilities

Infrastructure Investment and Jobs Act for Alaska

SEARCH DOT&PF

Travel | Business | News and Social | Projects | About Us

You are here: DOT&PF > IIJA for Alaska

Infrastructure Investment and Jobs Act (IIJA) for Alaska

Want to know more about the IIJA and the specific formula and discretionary programs?

- Surface Transportation Block Grants - limited new funding
- Highway Safety Improvement Program (HSIP) and Other Safety Programs
- Dedicated Bridge Program
- New Apportionment Programs: Carbon Reduction & PROTECT
- EV Infrastructure
- Aviation

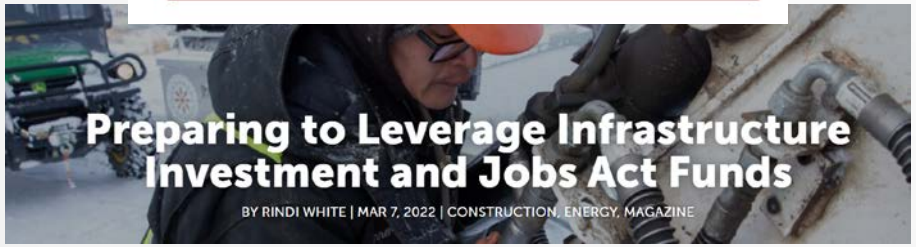
Friday, January 14, 2022
Contact: Neil Gaffney
Tel: (202) 366-0660

DOT Announces Historic Bridge Investment
Under Bipartisan Infrastructure Law, Alaska to Receive $225 Million

More than $27 billion to states and tribal transportation facilities to fix an estimated 15,000 bridges nationwide

https://dot.alaska.gov/infrastructureact/#:~:text=Alaska%20will%20receive%20%24225%20million,fair%20condition%20in%20the%20state.

AlaskaBusiness



https://www.akbizmag.com/industry/construction/preparing-to-leverage-infrastructure-investment-and-jobs-act-funds/

IIJA & Use of DBEs

- Congress:
  - "Discrimination and related barriers continue to pose significant obstacles for minority- and women-owned businesses seeking to do business in Federally assisted surface transportation markets across the United States"
  - "Race- and gender-neutral efforts alone are insufficient to address the problem"
- So: DBE program must continue

DISADVANTAGED BUSINESS ENTERPRISES PROGRAM

DBES AND THE INFRASTRUCTURE BILL

- Unless Secretary of Transportation determines otherwise
- The DBE goal is 10 percent for
  - Any Surface Transportation program
    - Except: Section 14004 – Use of certain tribal transportation funds
  - Any Transit program
  - 23 U.S.C. § 403 – Highway safety research and development

1. Small Business Concern
   - Defined in the the Small Business Act
     - BUT for DBE purposes a concern or group of concerns controlled by the same socially and economically disadvantaged individual (or individuals) is not a small business concern if
     - Average annual gross receipts during the preceding three years exceed $26.29 million (adjusted annually for inflation)
2. Socially and Economically Disadvantaged Entity
   - 51 percent unconditionally owned by one or more socially and economically disadvantaged individuals

WHAT IS A DBE?

DBE PROGRAM - SOCIALLY AND ECONOMICALLY DISADVANTAGED

Socially disadvantaged is

- Subject to racial or ethnic prejudice or cultural bias because of their identity as a member of a group without regard to their individual qualities

Economically disadvantaged is

- Ability to compete in the free enterprise system has been impaired due to diminished capital and credit opportunities as compared to others in the same business area who are not socially disadvantaged
  - Consider assets and net worth
- Economically disadvantaged Indian Tribe
  - Considerations:
    - Per capita income of members
    - Percentage of the local Indian population below the poverty level
    - Tribe's access to capital markets
- Economically disadvantaged Native Hawaiian Organization

Women shall be presumed to be socially and economically disadvantaged

In Closing…

- Government is a consistent spending machine – despite economic climate, government still needs goods and services.
- Government contracting can be profitable.
- Do the market research! Find out which agencies are within your own backyard. Do they buy what you sell? What is the logistic chain needed to complete the project?
- Work with the Small Business Development Center!
  - Know your costs,
  - Build your business website
  - Have financing options in place
- Work with the Alaska PTAC – let us help you:
  - Research the government market
  - Complete your SAM.gov registration
  - Be contract ready!

Alaska PTAC
Helping Connect Business & Government In Alaska

Questions?

Anchorage: 1901 Bragaw Street, Suite 199, Anchorage AK, 907-786-7258 Main phone line

Carolyn Pratt, Program Manager	capratt@alaska.edu	907-786-7259
Jody King, Contract Specialist II	jlking8@alaska.edu	907-786-7270
Craig von Holdt, Contract Specialist	cavonholdt@alaska.edu	907-786-7281
Jacqueline Summers, Program Specialist	jysummers@alaska.edu	907-786-7258

Fairbanks: 3750 Bonita Street, Fairbanks AK, 907-456-7822 Main phone line

Pierre Thompson, Center Director/Contract Specialist	pdthompson@alaska.edu
Cassandra Sewell, Contract Specialist	clsewell@alaska.edu

General email: info@ptacalaska.org

PTAC Website: https://ptacalaska.org

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