

Mask are required for all attendees, regardless of vaccination status.



ADAM J. BELLO
COUNTY EXECUTIVE



UNIVERSITY of
ROCHESTER

Inaugural Minority & Women- Owned Business Training Forum



MONROE COUNTY • FINGER LAKES

PTAC

Procurement Technical Assistance Center



MONROE COUNTY

**ECONOMIC
DEVELOPMENT**



Monroe County Minority and Women Business Enterprise Utilization Program

Presented by the Department of Diversity, Equity, & Inclusion

Matthew Burrell

MWBE Utilization Manager



Gantt's Law

➤ Background

- June 2021 – Monroe County Legislature passed Gantt's Law for Utilization of Minority and Women Owned Businesses
 - Inspired by recommendations of the Racial and Structural Equity (RASE) Commission
- Law mandates the following actions:
 - ✓ Creation of Monroe County MWBE Certification Program
 - ✓ Utilization Goals
 - ✓ Expanded Goaled Contract Categories
 - ✓ Annual MWBE Forum
- Programs went into effect January 2022



Utilization Program

- Utilization Goals and Expanded Contract Types
 - Minority Businesses – 12%
 - Women Businesses – 3%
 - No Longer Construction only!
 - Includes Professional and Non-Professional Services
 - i.e. Janitorial, Security, Landscaping, Snow Removal.....
 - Other Consulting Services
- Requirements in affected contracts that start after 1 Jan 2022



MWBE Forum

- Annual MWBE Forum
- Procurement - Forecast Briefs from key local departments and agencies
- Networking/Matchmaker Opportunity
- Small Business Training Sessions
- Free to Attend



Certification Program Overview

- Monroe County MWBE Certification Program
 - Designed to augment current NYS certification
 - 60 day certification cycle
 - 6 months in business to qualify
 - Online Application Portal - Local support through DEI
 - Local application support through DEI
 - For use on locally funded contracts
 - Firms certified through Monroe County will be spotlighted to buyers



Certifications Program Qualifications

- At least 51% Ownership and Control by Minority and/or Women
- At least 51% Ownership and Control by a US Citizen or Permanent Resident Alien
- In operation for 6 months at the time of certification
- Ability to show proof of previous business activity
- Legal Business Formation i.e. DBA, LLC, S Corp
- Authorized to do business in New York State



Application & Resources

- ▶ Monroe County M/WBE Application Portal
 - ▶ M/WBE Program Information Page
 - ▶ <https://www.monroecounty.gov/dei-mwbe>
 - ▶ M/WBE Application Portal
 - ▶ <https://www.monroecounty.gov/mcapp/mwbe/login>
 - ▶ M/WBE Application Guide
 - ▶ <https://www.monroecounty.gov/files/dei/Monroe%20County%20MWBE%20Certification%20Guide%20Version%201-0.pdf>



Why sell to the government?

- They buy a wide variety of products and services.
- They want to work with small businesses.
- Government spending is consistent.
- The government pays its bills.
- Decision making is transparent.
- Location may not matter. Remote work opportunities.



Tips

- Obtain certifications you are eligible for.
- Do your homework. Who buys what I sell? Where/How do I fit in?
- Get to know the buyers and prime contractors
- Look for subcontracting and partnership opportunities
- Market your products or services i.e. - Capability Statement
- Use free business development services:
 - Procurement Technical Assistance Center
 - Women's Business Development Center
 - Small Business Development Center



Questions?



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MWBE Utilization Manager
Department of Diversity, Equity, & Inclusion
matthewburrell@monroecounty.gov
(585)753-2409 – Office
(585)363-1169 – Cell



MONROE COUNTY

ECONOMIC DEVELOPMENT

Business Programs and Incentives



Department of Planning & Development

Monroe County, New York

Adam J. Bello

County Executive

Ana J. Liss

Director

August 2021

Monroe County Economic Development



- ❖ COMIDA offers financial assistance for for-profit companies including **sales and mortgage tax exemptions** and **real property tax abatements**.
- ❖ In general, COMIDA-assisted projects are limited to the purchase of land or existing facilities, or the building of or renovation of existing facilities.
- ❖ Retail projects are not eligible for assistance unless they meet the exception criteria as established by New York State law. COMIDA reserves the right to make exceptions in the interest of the community.

Monroe County Economic Development



LENDING PROGRAMS

PROGRAM QUICK REFERENCE:

The SBA 504 Loan program provides long-term financing for the purchase of land, buildings and equipment at a fixed-rate of interest.

Revolving Loan Fund 50 provides gap loan financing to Monroe County businesses which do not qualify for the SBA 504 program.

Monroe Manufactures Jobs LoanPlus program will lend manufacturing companies 10% of the purchase price of new manufacturing equipment, up to \$100,000, at 1% interest.

Monroe County Economic Development



REBATE PROGRAMS

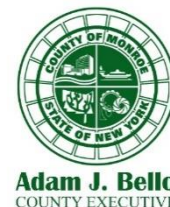
The following programs are available for non-retail businesses purchasing equipment.

GreatRate offers businesses a rebate on interest paid on a bank loan or a lease in return for job creation. Business must purchase at least \$50,000 in qualified equipment.

GreatRebate offers businesses a rebate on a capital investment in return for job creation. Business must purchase at least \$50,000 in qualified equipment with cash.

EquiPlus in conjunction with Greats to exempt purchases from sales tax.

Monroe Manufacturing Rewards provides small manufacturing businesses with a rebate on qualified manufacturing equipment purchases.



Monroe County Economic Development



WORKFORCE PROGRAMS

Monroe Manufactures Jobs The program connects graduates of the Monroe Community College Applied Technology Center with local manufacturing companies by providing both the employer and the employee a \$1,500 bonus.

Helmets to Hard Hats a national non-profit program connecting veterans with skilled training and career opportunities in the construction industry. Monroe County partners with local trade organizations who administer technical training.

Monroe County Economic Development

WORKFORCE PROGRAMS

mPower In partnership with Monroe Community College, Monroe County is leading the charge to train our local workforce with the mPower program. mPower will recruit, train, and quickly place workers into the most in-demand careers in the region.

Monroe on the Job The program is available to companies participating in qualified certification programs which lead to an industry-recognized certification or transferable credential. Employers must match at least 50% of the total program cost. Employee

MONROE COUNTY FOREIGN TRADE ZONE

A foreign trade zone (FTZ) is a site within the United States designated by the Department of Commerce where foreign and domestic merchandise is considered to be in international commerce. A user can benefit from significant cost savings and logistical flexibility through the use of an FTZ. Foreign merchandise may enter an FTZ without a formal Customs entry or the payment of Customs duties. Benefits include:

- **Duty Reduction (Inverted Tariff)**
- **Duty Exemption**
- **Duty Deferral**
- **Weekly Entry**

Monroe County Economic Development

- **Websites**

- <https://monroecountybusiness.org/>

- www.monroecounty.gov

- <http://www.mcidcweb.com>

- **General Contact Information**

- 585.753.2000

- Email: economicdevelopment@monroecounty.gov

- **Economic Development Specialist Contacts**

- Lydia Birr, Senior Economic Development Specialist

- 585.753.2018

- Rokele Mikell-Castillo, Economic Development Specialist

- 585.753.2041



Adam J. Bello
COUNTY EXECUTIVE

DOING BUSINESS WITH THE CITY OF ROCHESTER, NY

What you need to know...

Monroe County MWBE Forum
Shemeka Davis
MWBE Analyst
4/26/22

The city of Rochester, NY spends over \$250M per year purchasing goods and services and these purchases fall into 5 major categories.

1. Product Goods
2. Services
3. Public Works Projects
4. Professional Services Consulting
5. Public Works Consulting

What Are Product Goods and Services and Public Works

A **product** is a tangible item that is put on the market for acquisition, attention, or consumption, while a **service** is an intangible item, which arises from the output of one or more individuals.

Public Works are a broad category of infrastructure projects, financed and constructed by the government, for recreational, employment, and health and safety uses in the greater community.



UNDERSTANDING- GOODS AND SERVICES

The city purchases and uses a wide variety of products or goods and services

- Everything from pencils to garbage trucks, cars, equipment, etc, etc.
- Everything from maintenance of interior plants to snow plowing streets, vacant lots and sidewalks.



What Is Public Work and Professional Services Consulting

A public work **consultant advises municipalities on how to design, redesign, build or renovate existing and or new structures or surfaces from an architectural or engineering capacity**, They provide the research and analysis to move projects along from design through implementation.

A professional services consultant **advises organizations on how to improve short or long term strategies, processes, and policies**. They provide research and analysis in an area of expertise to help management make business decisions.



UNDERSTANDING- PUBLIC WORK PROJECTS, BUILDING (REHAB) CONTRACTORS

- The city contracts with a wide variety of general contractors, rehab and building contractors and commercial development contractors.
 - GC's work on a myriad of public contracts to rebuild and improve roads, bridges, street, facilities and public buildings
 - Rehab Contractors are used by NBD for specialized grants projects to repair, renovate and or do new construction
 - City Neighborhood and Business Development Department (NBD) assist venture capitalist to rehab older vacant buildings or erect new multi-use buildings and require them to utilize commercial developers and subcontractors

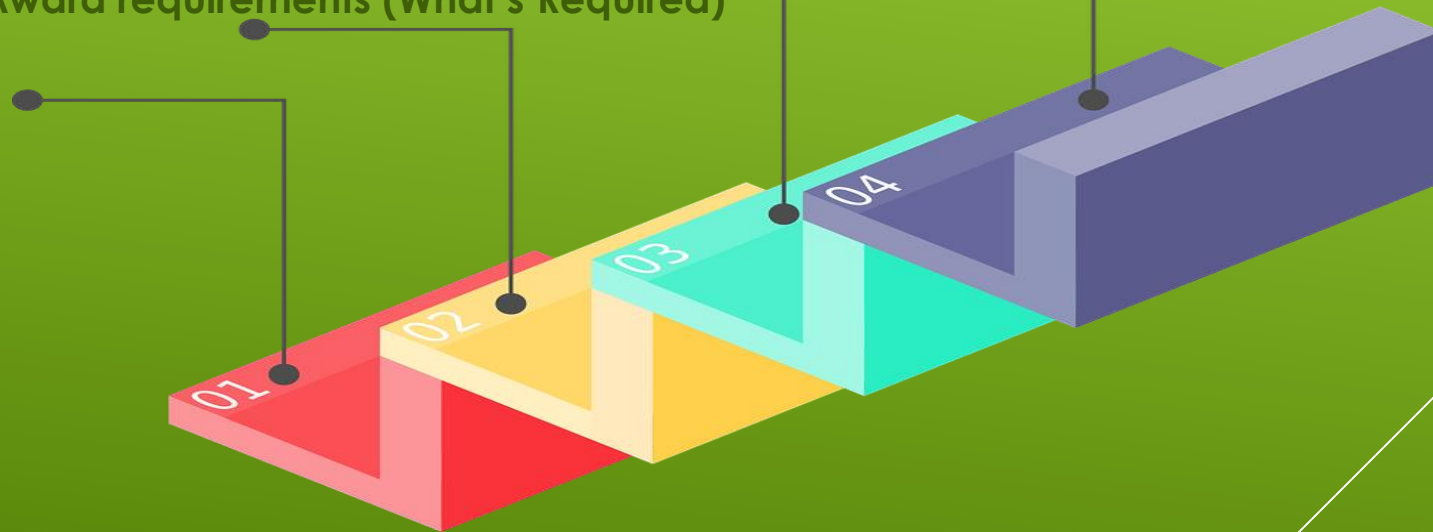


Accessing Business Opportunities in These 5 Categories

A 4 Step Process

FOUR STEP PROCESS

- 1- Understanding what the City buys (Goods, Services)
- 2- Finding Opportunities (Where to Look)
- 3- Bids and Proposals (What's Selling and What are We Looking For)
- 4- Award requirements (What's Required)



FINDING OPPORTUNITIES...

- PUBLIC BIDS FOR GOODS, SERVICES AND PUBLIC WORKS CONSTRUCTION ARE LISTED ON BIDNET DIRECT.
- CONSULTING RFP'S ARE LISTED ON THE CITY OF ROCHESTER WEBSITE UNDER RFP'S AND SOMETIMES ON BIDNET (BROADER REACH)
- NBD SOLICITS REHAB CONTRACTORS AND SUBCONTRACTORS FOR ECONOMIC DEVELOPMENT PROJECTS BASED ON GRANT FUNDING REQUIREMENTS



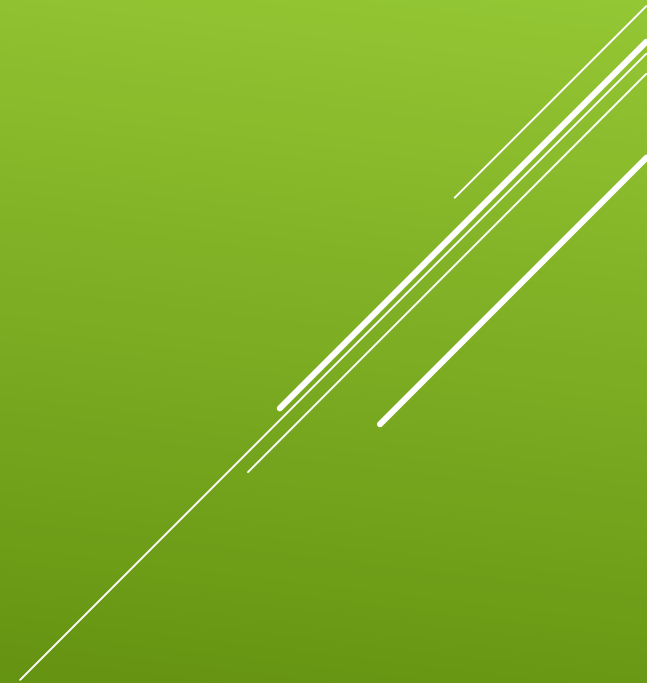
FINDING OPPORTUNITIES...

Prime Contractor – the one who manages the project from inception to completion

Subcontractor: MWBE, DBE, SBE

Supplier

Laborer – Unions, City Workforce Initiative



MWBE AND WORKFORCE UTILIZATION

- Construction
30 % aggregate annual spending goal and 20% minority and 6.9% female workforce
- Public Works Consulting
30 % aggregate annual spending goal and 20% minority and 6.9% female workforce
- Professional Services Consulting
30 % aggregate annual spending goal and 20% minority and 6.9% female workforce
- Commodities: Goods and Services
15% aggregate annual spending goal
- DBE goals are set by the Federal Government and SBE's are solicited directly as needed

BIDS AND PROPOSALS

MAKE SURE TO DOT YOUR I'S AND CROSS YOUR T'S

- ✓ Read bid and soliciting instructions and inquire if you have any questions
- ✓ Attend Pre-bid meetings
- ✓ MWBE's don't need to purchase bids can download from Bidnet or can come in office to review for free
- ✓ For RFP's do your research and make sure to follow all submitting requirements and answer/address all points of information
- ✓ Use the RFP Q & A time to ensure you are on the right track and clear up any ambiguities

Additional Resources

BidnetDirect- www.bidnetdirect.com/city-of-rochester

Neighborhood and Business Development –
www.cityofrochester.gov/NBDAdmin/

Purchasing – [www. cityofrochester.gov/purchasing](http://www.cityofrochester.gov/purchasing)

Business Assistance Programs –
www.cityofrochester.gov/businessresources/

MWBE –
www.cityofrochester.gov/mwbe

QUESTIONS ?????





U.S. Small Business
Administration

What is the SBA?

The U.S. Small Business Administration (SBA) aids, counsels and assists Americans as they start, operate and expand their businesses

- Facilitate access to **capital**
- Provide **counseling** and training
- Increase federal procurement/**contracting** opportunities



START • GROW • EXPAND • RECOVER

The SBA Resource Partner Network

Access the right tools at the right time—wherever you are.



Approved and funded by the SBA



1,400+ partner offices nationwide



Find local resource partners near you at [SBA.gov/local-assistance](https://www.sba.gov/local-assistance)



Need Funding for Your Business? The SBA Can Help.

- 1.** SBA-backed Loans
- 2.** Private Investors
- 3.** R&D Awarded Funds
- 4.** Surety Bonds



Need a Business Loan to Start, Grow, or Expand?



The SBA works with approved lenders to offer **microloans** and **SBA-backed loans** with:

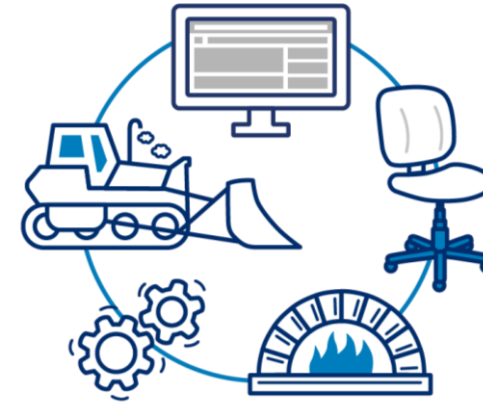
- Competitive terms
- Lower down payments
- Flexible overhead requirements
- Counseling and education



How Can an SBA-backed Loan Help You?



- Launch, grow, or repair a start-up
- Start or purchase a small business
- Access revolving credit or working capital for day-to-day expenses



- Purchase, renovate, or expand facilities
- Purchase inventory, equipment, or machinery
- Purchase land or real estate
- Export a product or service

Primarily a guarantor of loans made by private and non-profit institutions (SBA Lenders)

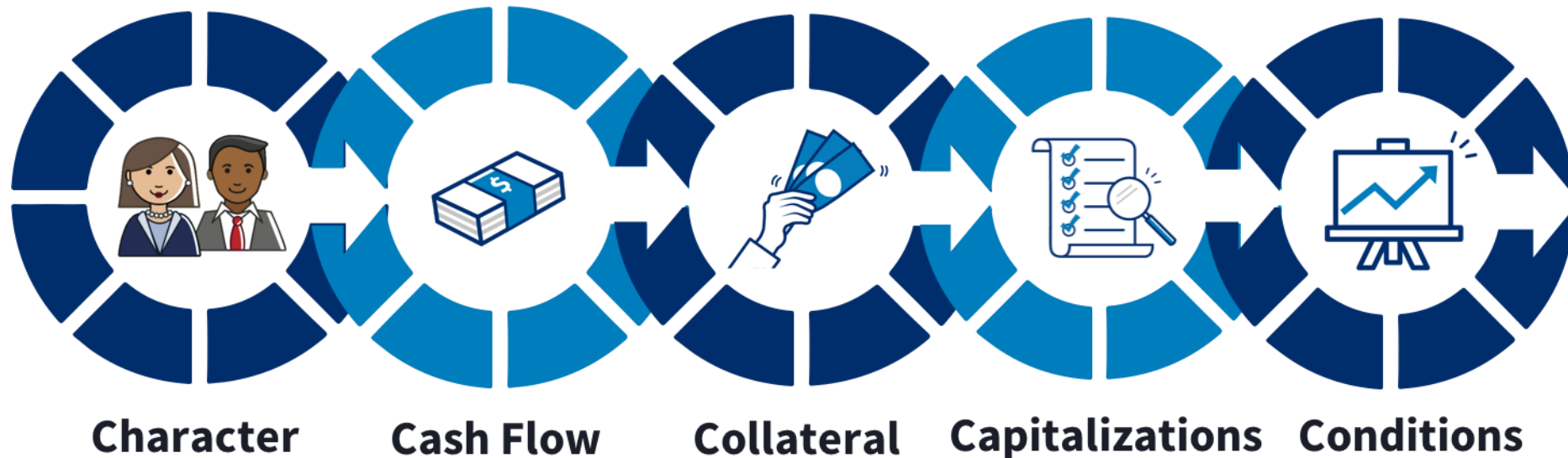
SBA does not offer grants to start or grow small businesses

Questions to ask Yourself

- How much money do I need?
 - Requires business plan and financial projections
- How much control do I need?
- What is my bargaining position?
- What type of business is it?
 - Not-for-profit, lifestyle or high growth?
- What type of capital is most appropriate?
 - Not all funding sources are equal

Determine Your Creditworthiness

Your local SBA District Office or SBA Resource Partners can work with you to determine your creditworthiness using the **5 Cs Model**:



Increase Your Chances of Securing a Loan

Lenders want to know they're making a smart choice by giving you a loan. Your local SBA Resource Partners can help you develop your:



- **Business plan**
- **Expense sheets**
- **Financial statements**
- **Financial projections**

Business Funding Process

- Determine amount of funding you require
- Decide which type of funder you will approach
- Prepare your financial ask, aka “pitch”
- Consider what funders/partners review:
 - Credit, collateral, character, capacity, commitment
- Schedule a meeting with a funder....
 - Now what?

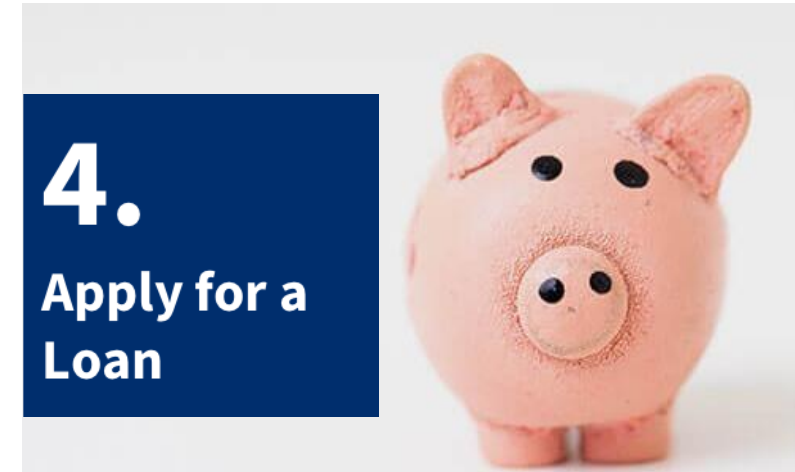
Lender Match helps you find lenders.

Lender Match (formerly LINC) is a free online referral tool that connects small businesses with participating SBA-approved lenders.

[FIND LENDERS](#)



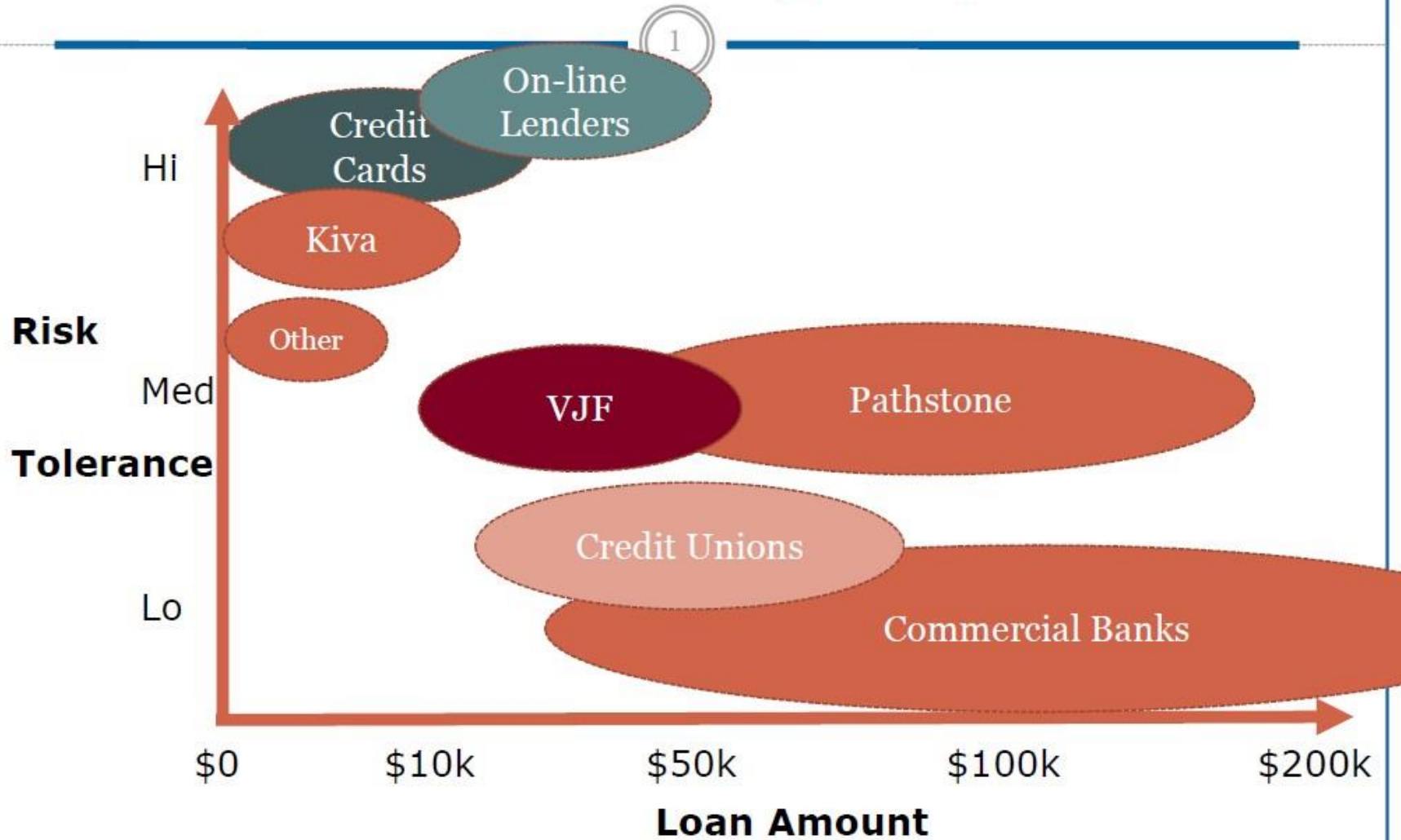
Lender Match



Find an SBA-approved lender that's right for you by visiting

[SBA.gov/lendermatch](https://www.sba.gov/lendermatch)

Rochester Financing Ecosystem



Need Funding from Private Investors?



Secure capital from investors partnered with the SBA through **Small Business Investment Companies (SBICs)**.



Grow Your Operations with SBICs

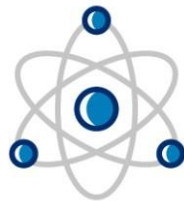


If you have strong financial performance and promising prospects, you can work with SBICs to grow and expand through:

- **Connections & expertise** in your industry
- **Business investment** through debt, equity, or a combination of both

Learn more and find an SBIC using our online directory at
[SBA.gov/funding-programs/investment-capital](https://www.sba.gov/funding-programs/investment-capital)

Need Funding for Research & Development?



Open the door to early stage capital through **Small Business Innovation Research (SBIR)** and **Small Business Technology Transfer (STTR)**.



Fund Innovations with the SBIR-STTR Program

If you are a technology-focused small business looking to fund research and development or prototyping operations, you may qualify for **federal grants** from 11 federal agencies participating in the SBIR-STTR program.

Key areas for funding include:

- Artificial intelligence
- Nanomaterials
- Clean energy
- Water filtration
- Education technology
- Wearable technology



Learn more and determine if SBIR-STTR is right for you at

[SBIR.gov](https://www.sbir.gov)

Need to be Bonded to Bid on a Contract?



The **SBA Surety Bond Program** guarantees surety bonds from select providers so more small businesses can qualify for and win work.



Are You Ready to Consider Federal Contracting?



The world's largest customer, buying all kinds of products & services



Required by law to provide contract opportunities to small businesses



Evaluate your readiness & learn more by visiting [SBA.gov/contracting](https://www.sba.gov/contracting)



Qualify for Federal Contracts with Certifications



The SBA works with federal agencies to award at least 23% of all prime government contracting dollars each year to small businesses that are certified with the **SBA's contracting programs**. Programs include:

8(a) Business
Development
Program

Historically
Underutilized
Business Zones
(HUBZone)
Program

Women-Owned
Small Business
(WOSB) Program

Service-
Disabled
Veteran-Owned
Program

Learn more and determine your eligibility at
[certify.SBA.gov](https://certify.sba.gov)

All Small Mentor Protégé Program

Gain valuable business development insight from mentors who are experienced government contractors. Mentors can help you:



- **Strategize** contracting & partnership opportunities
- **Navigate** the bidding and acquisition process
- **Manage** contracts by securing the appropriate business and financial systems, resources, and financial assistance

Follow Us

www.sba.gov

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[Email Alerts](#)

virginia.smith@sba.gov



U.S. Small Business
Administration



Thank you!



Urban League of Rochester

Rochester Women's Business Center

www.ULR.org



Urban League of
Rochester, N.Y., Inc.



ROC Women's Business Center



Women's Business Centers (WBCs) are a part a national network of entrepreneurship centers throughout the United States and its territories, which are designed to assist women in starting and growing small businesses. WBCs seek to "level the playing field" for women entrepreneurs, who still face unique obstacles in the business world.

13M

Women-Owned
Businesses as of 2021

\$1.9T

Produced in revenue



**RWBC joins a network of 140 other
centers across the nation!**

Let's Collaborate!



Phone

585.546.5019

Email

kgrant@ulr.org

Website

www.ULR.org/RWBC



2022 Monroe County Department of Diversity, Equity and Inclusion INAUGURAL MINORITY & WOMEN-OWNED BUSINESS TRAINING FORUM

Government & Military Contracts

We provide networking, training & one-on-one counseling to businesses who want to sell to local, state, federal governments and the military.

Monroe County Finger Lakes (MCFL) Procurement Technical Assistance Center (PTAC) Briefing

Anna Vulaj Fitzsimmons, CCAS, CPP

Program Director, MCFL PTAC

APTAC Board of Directors

VA CVE Certified Counselor

avulaj@monroecounty.gov

(585)753-2017



MONROE COUNTY • FINGER LAKES

PTAC

Procurement Technical Assistance Center
www.monroecountyfingerlakesptac.org

About PTAP

A **P**rocurement **T**echnical **A**ssistance **P**rogram of the Department of Defense, PTA Centers serve as a resource for businesses pursuing and performing under government contracts.

Military | Federal | State | Local Contracts

- All Businesses
- Government Prime Contractors
- Government Agencies
- Military
- Partner Organizations

Nationwide **NETWORK**
providing free assistance



96 PTACs Nationwide + Territories



550,000 jobs created or retained



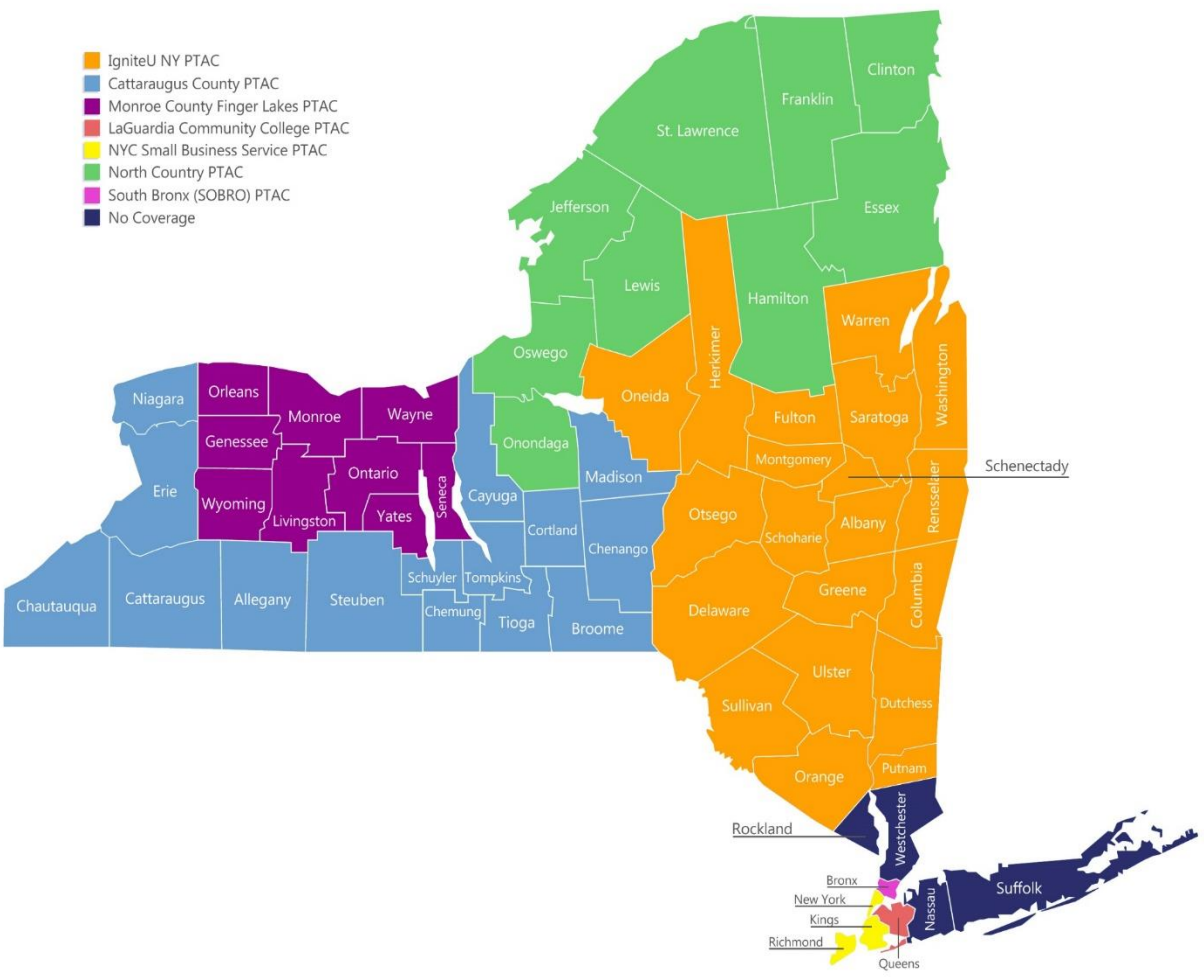
\$26 Billion in Contracts



50 W. Main Street, Ste. 1150, Rochester, NY 14622 | monroecountyfingerlakesptac.org | 585-753-2017



<https://www.linkedin.com/in/mcflptac/>



Register as a client to receive full services at no cost.
Find your local PTAC

- <https://business.defense.gov/>
- <https://www.dla.mil/SmallBusiness/PTAP/PTAC/>
- <https://www.aptac-us.org/>

The National Center American Indian PTAC – Eastern BIA Region

- Syracuse Office Covers NYS

Providing government contract counseling through...

- Training Workshops / Webinars
- G2B Matchmakers
- One-on-one counseling
 - *Must complete application for services.*

One-on-one Counseling

• Assess

- Business potential to do business with the government

• Assist

- Federal and state registrations & certifications; ie: SAM, etc.
- Identifying subcontracting opportunities
- Solicitation/bid preparation/grants
- Technical/Post-award performance; ie: WAWF, packaging and labeling

• Clarify

- Technical information/document specifications/standards; ie: DD2345

• Guide

- Government markets/government marketing roadmap
- Notice of upcoming opportunities “**Bid Match**” service

Types of Registrations

Most registrations are mandated by law in order to do business with the government.

Federal/ Military

- CMMC
- DIBBS
- GSA
- ITAR
- **SAM**
- SBA Dynamic

NY State

- NYS Contract Reporter
- NYS Contract System

Primes & Agencies (federal, state and local)

- Vendor Registrations

Types of Certifications

Certifications are optional, governed by law and based on qualifications.

Federal

- SBA: 8(a), HUBZone & ED/WOSB
- VA VOSB/SDVOSB
- DOT DBE
- Self-certs

NY State

- MBE
- WBE
- SDVOB

Monroe County

- MBE
- WBE

MCFL PTAC Overall Small Business Stats \$\$

| 9-County Region | FY '15 | FY '16 | FY '17 | FY '18 | FY '19 | FY '20 | FY '21 to date | |
|--|--------|---------|----------|--------------------|--------------------|-------------------|--------------------|---|
| Contract \$'s reported by clients (millions) | \$75.8 | \$38.98 | \$128.71 | \$92.35 | \$95.29 | \$104.29 | \$78.45 | \$613.64 Million in past 7 years |
| Firms awarded contracts | 31 | 66 | 74 | 58 | 52 | 74 | 44 | |
| Jobs created or retained | 759** | 390** | 1,287** | 1,962 ⁺ | 2,025 ⁺ | 2216 ⁺ | 1,667 ⁺ | |

MONROE COUNTY • FINGER LAKES

PTAC

Procurement Technical Assistance Center

Our small businesses increased their revenues and diversified their client base – and you can too!

**2019: DLA has announced it is using BLS stat of \$47,060 as new jobs calculation*

***Per adjusted DoD calculations: \$100,000 = 1 job*

**Based on old calculation method \$50,000 = 1 job*

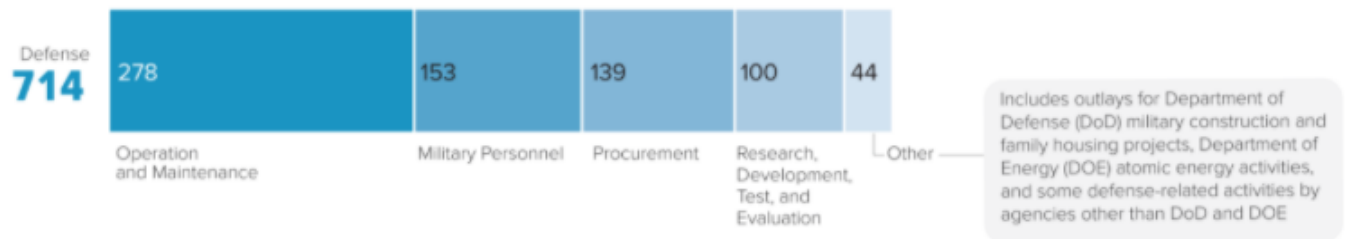
Selling to the Government

Why supply?

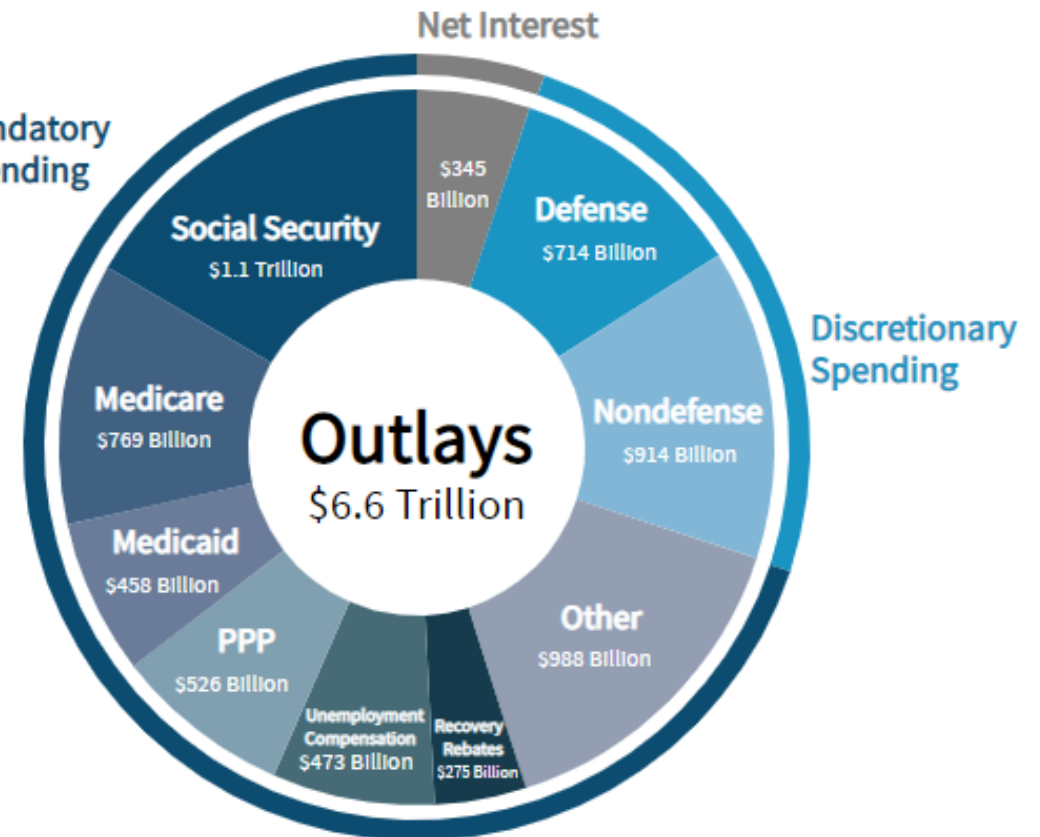
The U.S. federal government is the single largest consumer in the world.

The Federal Budget in Fiscal Year 2020

<https://www.cbo.gov/publication/57170>



Mandatory Spending



Selling to the Government

Why Small Business?

SBA Statutory Goals

23 percent of prime contracts for small businesses

- 5 percent of prime and subcontracts for **small disadvantaged businesses**;
- 5 percent of prime and subcontracts for **women-owned** small businesses;
- 3 percent of prime and subcontracts for **HUBZone** businesses
- 3 percent of prime and subcontracts for **service-disabled veteran-owned** small businesses.

What is a small business?

Standards differ...

FEDERAL

-Standards set by Small Business Administration

- NAICS code set by Census Bureau*
- SBA sets the threshold for each NAICS code*
- Table of Size Standards***
 - Not dominate in its industry*

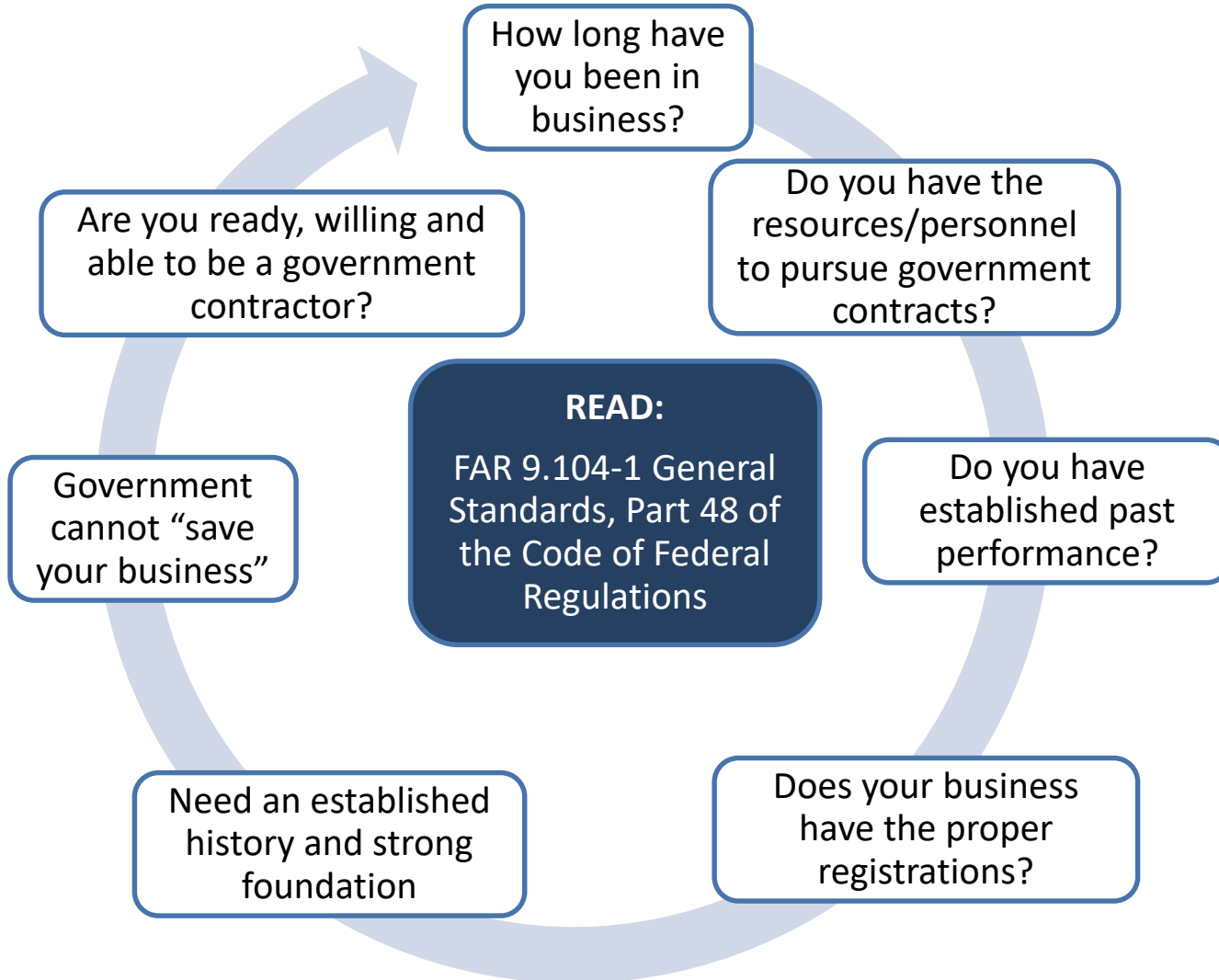
VS.

NEW YORK STATE

- NYS resident*
- Independently owned and operated*
- Employs 300 or less persons for certified MWBE/SDVOSB, or 100 persons or less*
 - Not dominant in its field*

Selling to the Government

ARE You Ready FAR 9.104-1



FAR 9.104-1

“To be determined responsible, a prospective contractor must...

(e) Have the necessary organization, experience, accounting and operational controls...

Potential Consequences for not flowing down requirements

- Non-acceptance of Product
 - Example: Missing proper material certifications
- **Failure of Audits**
 - **Contractor Purchasing System Review (CPSR)**
 - **Quality audits**
- Breach of Contract
 - Termination for Default
 - Debarment or Suspension
- False Claims litigation is possible

How PTACs Help

Government Marketing Strategy Matters

- Research government spending & contract history/Find out who's buying what your selling
- Communicate with targeted agencies and prime contractors
- Network at procurement meetings & events
- Bid on opportunities that fit your capabilities / PTAC Bid Match Service

Creating a Winning Proposal

- Help you understand the rules
- Assist with all Government Registrations & Certifications
- Read, read, read and respond to Solicitation/RFP/RFI or Grant SBIR/STTR making sure you can meet requirements
- Review proposal carefully – be responsive
- No Unicorn Pricing – Pricing and profit margins should reflect real costs.

Client Obligation

To be eligible for One-on-one PTAC services

1. Application for Free Services
www.MonroeCountyFingerLakes.org
 - Maintaining an active membership with the MCFL PTAC requires communication from your firm during any 12-month period.
 - Reporting Requirements: Surveys – Satisfaction Surveys and Awards Reporting
2. Training & Networking Events are Open to Everyone
3. Find Your PTAC
<https://www.aptac-us.org/> or <https://www.dla.mil/SmallBusiness/PTAP/>

Outreach/Training/Events

- 5/19/2022 AFRL – Rome, NY, Information Directorate – Small Business Round Table Discussion
- 4/26/2022 Monroe County Inaugural Minority & Women-owned Training Forum
- 3/24/2022 DCAA Compliance: Audit Process and Accounting Systems Requirements
- 3/8/2022 Women in Government Contracting – Senator Gillibrand’s office
- 2/28/2022 30-minute Government Contracting Series – DoD Report: State of Competition in the Defense Industrial Base, SBA Policy Changes, Changes to NAICS Size Standards
- 2/22/2022 NASA Artemis Outreach w/Congressman Joe Morelle for Minority & Women-owned Businesses
- 2/17/2022 SBIR Webinar featuring US Army and US Air Force
- 1/26/2022 Government Solicitation Search Tool - Bid Match
- 12/16/2021 NYS MWBE Conference - Entrepreneurial Panel Discussion – Live/Albany
- 12/7/2021 Tri-State Mega Matchmaker – 2 Day Government to Business Matchmaker Event
- 11/30/2021 Government Contracting Forum: Focus on Health Care
- 11/30/2021 How to Prepare for a Virtual Matchmaker
- 11/17/2021 Federal Cyber Preparedness SPRS and CMMC/NIST 800
- 11/16/2021 How to Prepare for a Virtual Matchmaker
- 10/28/2021 SBA Greece Chamber presentation featuring PTAC
- 10/26/2021 NYS ESD Series featuring PTAC Presentation: Creating a Winning Proposal
- 10/21/2021 SBA Buffalo District Small Business Community Forum
- 10/18/2021 Defense Forum with U.S. Congressman Morelle and County Executive Bello
- 9/15/2021 SAM Boot Camp Live!

Upcoming...



Meet with Air Force Research Labs Live
at the PTAC—Rochester

Thursday, May 19, 2022 9am—4pm



DASNY

The DASNY Capital Management Plan
MWBE/SDVOB

Wednesday, May 25, 2022 11am—12:30pm

Save the Date...



U.S. CONGRESSMAN

JOSEPH MORELLE

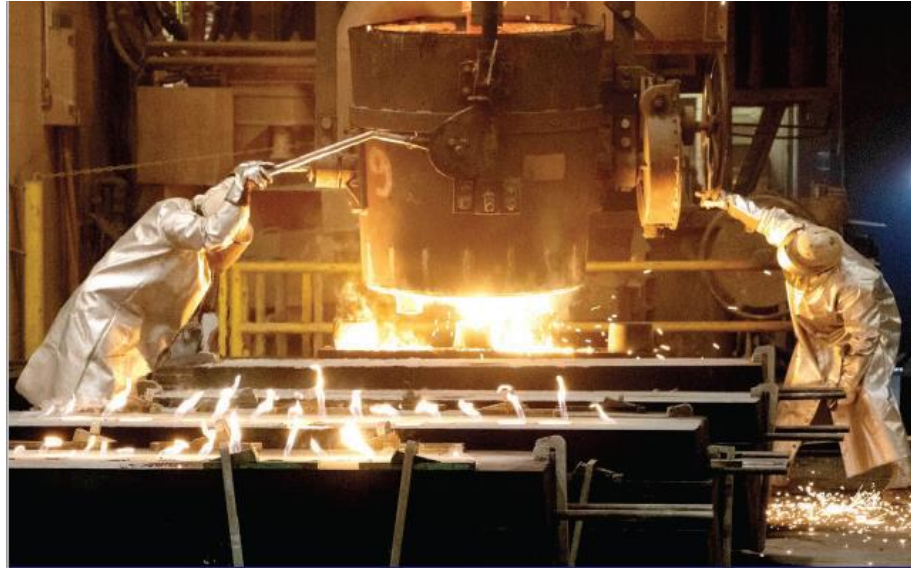
REPRESENTING THE 25TH DISTRICT OF NEW YORK

2nd Annual Congressman Morelle DoD
Forum

Monday, October 3, 2022

Find out more @ monroecountyfingerlakesptac.org

Good reading material...



Securing Defense-Critical Supply Chains

An action plan developed in response to President Biden's Executive Order 14017

February 2022



DEPARTMENT OF DEFENSE REPORT

State of Competition within the Defense Industrial Base



Office of the Under Secretary of Defense for
Acquisition and Sustainment

February 2022

Questions?

Thank you!



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Anna Vulaj Fitzsimmons

avulaj@monroecounty.gov | (585)753-2017

www.monroecountyfingerlakesptac.org

<https://www.aptac-us.org> or <https://www.dla.mil/SmallBusiness/PTAP>

MONROE COUNTY • FINGER LAKES

PTAC

Procurement Technical Assistance Center