

# GOVLINK REVIEW

Keeping you informed about technology transfer and government contracts

Volume 11, Issue 1

March / April 2011

## 11th Annual GOVLINK CONFERENCE

*Linking You to Government Opportunities*

**November 1-2, 2011**

**Radisson Hotel Sacramento**  
500 Leisure Lane  
Sacramento, California 95815

Sponsors:



**NORTHROP GRUMMAN**

*Don't miss this highly-packed conference and the opportunity for networking with Government Agencies, Prime Contractors and Small Businesses.*



### November 1, 2011

- Breakout Sessions - 1:30 to 4:30 p.m.  
**SESSION 1: Doing Business with GSA (General Services Administration)**  
**SESSION 2: Tour of Defense Microelectronics Activity (DMEA) High-Tech Laboratory**
- Kick-off Reception - 4:30 to 6:30 p.m.

### November 2, 2011

- Main Conference Day  
7:30 a.m. to 4:30 p.m.

### SPECIAL FEATURES:

- Keynote Speakers
- Federal Contracting Panel
- State and Local Government Contracting Panel
- Small Business Success Story

### WHY BUSINESS OWNERS SHOULD ATTEND:

- Learn about federal, state, and local government and prime contractor business opportunities
- Grow your business through networking with key government and prime contractor decision makers
- Tour Defense Microelectronics Activity (DMEA), a high-tech applied engineering federal laboratory

### ABOUT GOVLINK CONFERENCE:

- The 11th Annual GovLink Conference provides networking opportunities between government agencies, prime contractors, and small businesses.
- The speakers from government agencies will discuss business opportunities, vendor selection criteria, and provide valuable insights on what it takes to be successful and how to avoid common mistakes.
- Federal, state, and local government agencies and major prime contractors will be exhibiting at the event to facilitate networking.

### SPONSORSHIP AND EXHIBITOR OPPORTUNITIES:

Conference sponsorship and exhibiting opportunities are available to maximize your organization's networking and marketing exposure to conference attendees.

For more information and to register, go to [www.TheFTC.org/govlinkconference](http://www.TheFTC.org/govlinkconference).

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## Free Small Business Counseling Available

*Caltrans Contract Training Program provides two categories of counseling—business management assistance and government contracting assistance.*

The Federal Technology (The FTC) and the Northeastern California Small Business Development Center—Greater Sacramento (SBDC) at the Los Rios Community College District (LRCCD), have teamed up to provide free counseling to small businesses through the *Caltrans Contract Training Program*.

**Business Management Assistance** - Counseling for the following topics is provided through Small Business Development Centers (SBDCs): finance and business management assistance, accounting

## Caltrans Contract Training Program

*Maximizing opportunities for DBEs*

Presented by:

[www.CaltransContractTraining.org](http://www.CaltransContractTraining.org)

### Caltrans Contract Training Program

*Continued on page 6*



**Thomas M. Gisler, CEO, The FTC**

The economy is still very prominent in everyone's mind. Unfortunately it is not because we have turned the corner and everything is looking rosy. Most of the experts project that overall the economy will continue to be lackluster in 2011 and possibly in 2012. There will be exceptions to this in almost every sector where certain businesses will experience growth and very positive bottom line numbers. I hope you are in that camp.

We all expect the federal government to cut back spending during 2011 and it looks as

though that will also be the case for the state of California as they attempt to reign in a \$25 billion deficit. The uncertain part in the environment is how do you create jobs? All of you reading this article know that the engine of our economy is small businesses. We all need regulations that hinder business growth to be eliminated. We need tax incentives that foster business growth to be adopted by our legislature and any new regulations must measure the economic impact on businesses and our people. We do not want businesses to close or move out of state. We want businesses to grow and new businesses to be formed, and this will create jobs for our people. As this happens, the cities, counties, and the state will benefit from those tax revenues that have been severely depleted.

Remember, one of the better ways to grow your business is acquiring a government contract. We at The Federal Technology Center (TheFTC) can help you position yourself to be able to compete for any government contract at the federal, state, or

local level. Check out our website at [www.TheFTC.org](http://www.TheFTC.org) or give us a call at 916.334.9388.

Near the end of 2010, I had the opportunity to attend the Technology Transfer Integrated Planning Team conference in Philadelphia, Pennsylvania. This is a Department of Defense conference to promote and help realize the commercialization of new and innovative ideas. It also fosters collaboration between federal laboratories, universities, and the private sector. Commercializing new inventions has a proven history of producing start-up businesses which help create entire new industries and help fuel our economy. These new innovative ideas have been the hallmark of the United States from its inception. We must continue to encourage the entrepreneurial spirit. All of you small business owners have that spirit and never let anyone take it away from you. You put the blood, sweat, and tears, backed by integrity, into America and that is goodness and that helps us be the great nation we are today. Chuck Swindoll says it this way,

"We are all faced with a series of great opportunities brilliantly disguised as impossible situations."

It was our pleasure to recently host Phillip Takacs and Lindsay Silliman, contracting officers from Defense Microelectronics Activity, at our office for a *Navigating the FAR (Federal Acquisition Regulation)* class. Phillip and Lindsay were able to observe the level of detail small businesses receive in one of The FTC's courses. To see a list of our upcoming government contracting courses and seminars, see page 4 and 5 of this issue.



**Phillip Takacs and Lindsay Silliman, DMEA Contracting Officers, and Perry Sloan, Counselor/Instructor, The FTC**

## Examining Small Business Challenges with California's Procurement Programs

*A Forum Hosted by California State Assemblyman Steven Bradford*



**Assemblyman Steven Bradford, Chair of the Assembly Select Committee on Procurement**

Assemblyman Steven Bradford, Chair of the Assembly Select Committee on Procurement, held an informational hearing on January 28 in Gardena, Calif., to explore the challenges small businesses



**(l-r) Senator Curren Price, Chair of the Senate Select Committee on Procurement; A.B. Bonner, Counselor/Instructor, The FTC**

face in doing business with the state of California. Senator Curren Price (District 26), Chair of the Senate Select Committee on Procurement; Senator Roderick Wright, District 25; and Assemblyman Mike Eng, Dis-

trict 49 also attended the hearing. The Federal Technology Center's (The FTC) A.B. Bonner provided a brief overview of the services The FTC provides to help small businesses compete in the government marketplace. Approximately 70 small businesses attended and provided input focused on streamlining procurement processes, improving competition, and obtaining more state contracts. To learn more about how The FTC can help you do business with the state of California, go to [www.TheFTC.org](http://www.TheFTC.org).

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## Energy Consulting Firm in Stockton, California, Wins \$2 Million Government Contract



(l-r) Mike Hodgson, President; Rob Hammon, Principal; Walter Kim, Consulting Department Manager; David Meyers, Senior Operations Manager; and Stephanie Van Steyn, Human Resource Manager

ConSol, an energy consulting firm in Stockton, Calif., recently won a \$2 million contract from the Department of Community Services and Development (CSD), a state of California Department under the California Health and Human Services Agency. CSD manages statewide energy saving weatherization programs for low-income households through a network of 46 contracted Local Weatherization Service Providers. The weather-

ization program, funded by the U.S. Department of Energy, has undergone a major expansion

*“The FTC’s trainers are highly experienced in the Request for Proposal (RFP) process and have offered valuable insights and tricks of the trade to various ConSol employees involved in proposal writing.”* - **Walter Kim, Consulting Department Manager**

as a result of the passage of the American Recovery and Reinvestment Act of 2009 (ARRA). ConSol was selected to perform

quality assurance field inspections of selected homes and apartment buildings weatherized by CSD’s providers to ensure that services provided are in conformance with all federal, state, and local laws, regulations, and local building codes.

ConSol attributes its success in part to the knowledge gained by attending free classes and counseling offered by The Federal Technology Center (The FTC). When looking for more effective methods of proposal writing, Shery Hoellwarth, Marketing

presented by The FTC and met with The FTC’s counselors. According to ConSol’s Walter Kim, “The FTC’s trainers are highly experienced in the Request for Proposal (RFP) process and have offered valuable insights and tricks of the trade to various ConSol employees involved in proposal writing.”

ConSol has been assisting government agencies, utilities, trade associations and developers since 1981. Their services include energy code (Title 24 and IECC) compliance documentation; energy efficiency, retrofit, and green program design and management; builder energy code training; and Home Energy Rating System (HERS) inspections. ConSol currently serves clients in nine western states and Hawaii.

To read more of The FTC’s client success stories, go to [www.TheFTC.org/clientstories](http://www.TheFTC.org/clientstories).

Director, sought out The FTC. In the ensuing two years, seven members of the ConSol team have attended numerous classes

## Terry Nelson Joins The FTC as a Counselor/Instructor



**Terry Nelson, Counselor/Instructor, The FTC**

Terry Nelson joined The Federal Technology Center after 38 years of experience in private industry and government. While employed in industry, he worked in various roles as an electronics technician in a two-person, two-way radio electronics shop, a small aircraft repair facility, and also for medium and very large defense contractors. In his government service, he has been employed by the U.S. Navy and Air Force, Defense Logistics

Agency (DLA), Defense Contract Management Agency and the Department of Veterans Affairs (VA). He has worked on Army, Navy, Air Force, NASA, and DLA, missile, rocket, satellite, munitions, piece-part contracts and VA supply and service contracts. His career has included responsibilities as a Quality Assurance Specialist, Cost & Price Analyst, Contract Negotiator, Contract Specialist, Contracting Officer, and Procurement Analyst.

His last assignment was with the VA where one of his top priorities was as the VA’s Small Business Representative for Northern California, Northern Nevada, Hawaii and the Philippines (VISN 21). His responsibility was to support small businesses with outreach

**Terry Nelson**

*Continued on page 6*

### Attention WAWF Users:

The much anticipated Version 5.0 of Wide Area Workflow (WAWF) was launched on February 14.



**Version 5.0  
is Now  
Available!**

All users of WAWF from vendors, suppliers, and contractors to reviewers, approvers and payment officers will benefit from the new look and feel of Version 5.0.

**Two of the new features include:**

- Drop down menus rather than links
- “Save and Continue” function allows a user to save a document in progress for 7 days.

**To learn more** about all of the new features and to access the Web Based Training for Version 5.0, go to:

<https://wawftraining.eb.mil/xhtml/unauth/web/wbt/WbtSummary.xhtml>

# FREE Government Contracting Courses and Seminars\*

In our **FREE** training seminars you will learn techniques to **tap into the profitable federal, state, and local government markets**. Our instructors have extensive experience in government contracting and are familiar with the latest contracting laws and regulations.



## Getting Started with Government Contracting

### Greater Sacramento Area

**March 1** - 9:00 am to 12:00 pm  
The Federal Technology Center  
AT&T Wireless Computer Lab  
4600 Roseville Road, Suite 100  
North Highlands, CA 95660

**March 22** - 9:00 am to 12:00 pm  
The Federal Technology Center  
AT&T Wireless Computer Lab  
4600 Roseville Road, Suite 100  
North Highlands, CA 95660

**April 5** - 9:00 am to 12:00 pm  
The Federal Technology Center  
AT&T Wireless Computer Lab  
4600 Roseville Road, Suite 100  
North Highlands, CA 95660

**April 14** - 9:00 am to 12:00 pm  
The Federal Technology Center  
AT&T Wireless Computer Lab  
4600 Roseville Road, Suite 100  
North Highlands, CA 95660

### North State

**April 12** - 10:00 am to 1:00 pm  
North Coast SBDC  
520 E Street  
Eureka, CA 95501

**May 3** - 1:00 pm to 4:00 pm  
Shasta College Trinity Campus  
30 Arbuckle Ct.  
Weaverville, CA 96093

### Southern California

**March 15** - 9:00 am to 12:00 pm  
Women's Economic Ventures  
& The Small Business Loan Fund  
374 Poli Street, Suite 207  
Ventura, CA 93001

**March 22** - 9:00 am to 12:00 pm  
Women's Economic Ventures (WEV)  
& The Small Business Loan Fund  
333 S. Salinas Street  
Santa Barbara, CA 93103

**April 7** - 9:00 am to 12:00 pm  
City of Monterey Park,  
Council Chambers  
320 West Newmark Avenue  
Monterey Park, CA 91754



## Intro to Federal Contracting

### Bay Area

**April 7** - 1:00 pm to 4:00 pm  
Alameda County Conference Center  
125 12th Street, 4th Floor  
Oakland, CA 94607

**May 6** - 9:00 am to 12:00 pm  
City of Union City  
34009 Alvarado Niles Road  
Union City, CA 94587

### Central California

**May 5** - 9:00 am to 12:00 pm  
Alliance SBDC  
1733 "O" Street  
Merced, CA 95340

### Greater Sacramento Area

**March 8** - 9:00 am to 12:00 pm  
Hillsdale Business Information Center  
5655 Hillsdale Boulevard, Suite 8  
Sacramento, CA 95842

**April 19** - 9:00 am to 12:00 pm  
City of Lincoln  
600 Sixth Street,  
Training Room, 3rd Floor  
Lincoln, CA 95648

**June 28** - 9:00 am to 12:00 pm  
Rocklin Chamber of Commerce  
3700 Rocklin Road  
Rocklin, CA 95677

### North State

**June 2** - 9:00 am to 12:00 pm  
SBDC at Shasta College  
2990 Innsbruck Dr.  
Redding, CA 96003

### Southern California

**March 29** - 9:00 am to 12:00 pm  
Long Beach Area  
Chamber of Commerce  
One World Trade Center, Suite 206  
Long Beach, CA 90831

**June 21** - 9:00 am to 12:00 pm  
Women's Economic Ventures (WEV)  
& The Small Business Loan Fund  
374 Poli Street, Suite 207  
Ventura, CA 93001



## Responding to RFPs (Request for Proposal)

### Bay Area

**March 8** - 9:00 am to 12:00 pm  
City of Union City  
34009 Alvarado Niles Road  
Union City, CA 94587

### North State

**March 10** - 9:00 am to 12:00 pm  
Lake Tahoe South Shore  
Chamber of Commerce  
169 Highway 50  
Stateline, NV 89449

**April 5** - 9:00 am to 12:00 pm  
Yuba Community College  
District SBDC  
1227 Bridge Street, Suite C  
(Behind Umpqua Bank)  
Yuba City, CA 95901

### Southern California

**June 7** - 9:00 am to 12:00 pm  
Long Beach Area Chamber of  
Commerce  
One World Trade Center, Suite 206  
Long Beach, CA 90831



## Government Subcontracting

### Bay Area

**April 14** - 9:00 am to 12:00 pm  
San Francisco SBDC  
455 Market Street, 6th Floor  
San Francisco, CA 94105

### Central California

**April 20** - 9:00 am to 12:00 pm  
Ridgecrest Chamber of Commerce  
128 East California Avenue  
Ridgecrest, CA 93555

### Greater Sacramento Area

**March 15** - 9:00 am to 12:00 pm  
West Sacramento  
Chamber of Commerce  
1414 Merkley Avenue  
West Sacramento, CA 95691

**May 5** - 9:00 am to 12:00 pm  
Greater Sacramento SBDC  
1410 Ethan Way  
Sacramento, CA 95825

### North State

**April 5** - 9:00 am to 12:00 pm  
Lassen Career Network  
1616 Chestnut Street  
Susanville, CA 96130



## Doing Business with General Services Administration

### Bay Area

**March 10** - 1:00 pm to 4:00 pm  
Solano College SBDC  
360 Campus Lane, Suite 102  
Fairfield, CA 94534



## Doing Business with Alameda County

### Bay Area

**June 2** - Alameda County  
Conference Center  
125 12th Street, 4th Floor  
Oakland, CA 94607

\*To attend, pre-registration is required. Class materials are available to attendees only. The FTC reserves the right to cancel any class due to low enrollment.

To register or for course descriptions, go to [www.TheFTC.org](http://www.TheFTC.org) or call 916.334.9388



## Navigating the FAR (Federal Acquisition Regulation)

### Bay Area

**April 12** - 1:00 pm to 4:00 pm  
Silicon Valley SBDC  
100 East Santa Clara Street  
(at Third Street), First Floor  
San Jose, CA 95113

### Greater Sacramento Area

**March 10** - 9:00 am to 12:00 pm  
The Federal Technology Center  
4600 Roseville Road, Suite 100  
North Highlands, CA 95660

**April 26** - 9:00 am to 12:00 pm  
Citrus Heights Career Center  
7011 Sylvan Road  
Citrus Heights, CA 95610

**May 12** - 9:00 am to 12:00 pm  
Elk Grove Chamber of Commerce  
9370 Studio Court, #110  
Elk Grove, CA 95758

**May 17** - 9:00 am to 12:00 pm  
The Federal Technology Center  
4600 Roseville Road, Suite 100  
North Highlands, CA 95660

### North State

**March 3** - 9:00 am to 12:00 pm  
Butte College SBDC  
19 Williamsburg Lane  
Chico, CA 95926

### Southern California

**April 5** - 9:00 am to 12:00 pm  
El Camino College SBDC  
13430 Hawthorne Boulevard  
Hawthorne, CA 90250

**May 10** - 9:00 am to 12:00 pm  
Valley Economic Development  
Center (VEDC)  
5121 Van Nuys Boulevard, Third Floor  
Van Nuys, CA 91403



## Responding to an Invitation for Bid (IFB)

### Bay Area

**March 29** - 9:00 am to 12:00 pm  
Alameda County Public Works Agency  
951 Turner Court  
Hayward, CA 94545

**May 12** - 1:00 pm to 4:00 pm  
Solano College SBDC  
360 Campus Lane, Suite 102  
Fairfield, CA 94534

### Central California

**March 17** - 9:00 am to 12:00 pm  
University of California, Merced,  
SBDC Regional Network - CVBI  
550 East Shaw Avenue,  
Tulare/Madera Room  
Fresno, CA 93710

### Greater Sacramento Area

**April 7** - 9:00 am to 12:00 pm  
Stockton Boulevard Business  
Information Center  
4990 Stockton Boulevard  
Sacramento, CA 95820

**April 21** - 9:00 am to 12:00 pm  
The Federal Technology Center  
4600 Roseville Road, Suite 100  
North Highlands, CA 95660

### North State

**March 1** - 9:00 am to 12:00 pm  
SBDC at Shasta College  
2990 Innsbruck Dr.  
Redding, CA 96003

### Southern California

**April 12** - 9:00 am to 12:00 pm  
City of Anaheim,  
Economic Development  
Anaheim City Hall  
200 S. Anaheim Boulevard, 5th Floor  
Anaheim, CA 92805

**May 3** - 9:00 am to 12:00 pm  
Mission Community Services Corp.  
71 Zaca Lane, Suite 130  
San Luis Obispo, CA 93401



## Project Management

### Bay Area

**March 22** - 1:00 pm to 4:00 pm  
Silicon Valley SBDC  
100 East Santa Clara Street  
(at Third Street), First Floor  
San Jose, CA 95113

**April 5** - 1:00 pm to 4:00 pm  
Contra Costa SBDC  
300 Ellinwood  
Pleasant Hill, CA 94523

### Greater Sacramento Area

**April 7** - 9:00 am to 12:00 pm  
El Dorado County  
330 Fair Lane, OES Conference  
Room, Building A  
Placerville, CA 95667

### North State

**April 6** - 9:00 am to 12:00 pm  
Modoc Employment Center  
221 North Main Street  
Alturas, CA 96101

### Southern California

**March 8** - 9:00 am to 12:00 pm  
Orange County Hispanic  
Chamber of Commerce  
2130 E. 4th Street, Suite 160  
Santa Ana, CA 92705



## Marketing to Government

### Central California

**March 15** - 9:00 am to 12:00 pm  
Alliance SBDC  
1020 Tenth Street, Suite 102  
Modesto, CA 95354

**April 19** - 9:00 am to 12:00 pm  
Business Assistance Center of  
Kern Community College District  
2100 Chester Avenue, 1st Floor  
Bakersfield, CA 93301

### Greater Sacramento Area

**March 18** - 9:00 am to 12:00 pm  
Sierra College -  
Roseville Gateway Campus  
333 Sunrise Boulevard, Room 607  
Roseville, CA 95678

**April 12** - 9:00 am to 12:00 pm  
Del Paso Business Information Center  
925 Del Paso Boulevard  
Sacramento, CA 95815

### Southern California

**May 12** - 9:00 am to 12:00 pm  
Women's Economic Ventures (WEV)  
& The Small Business Loan Fund  
374 Poli Street, Suite 207  
Ventura, CA 93001



## Federal Contract Negotiation

### Greater Sacramento Area

**March 3** - 9:00 am to 12:00 pm  
Greater Sacramento SBDC  
1410 Ethan Way  
Sacramento, CA 95825



## SBA's 8(a) Business Development Program

### North State

**May 10** - 9:00 am to 12:00 pm  
SBDC at Shasta College and  
College of the Siskiyous  
212 Butte Street  
Yreka, CA 96097

For a complete list of all our classes, go to [www.TheFTC.org](http://www.TheFTC.org). For questions, call 916.334.9388.



## Dear Counselor,

**Dear Counselor: I have been looking at bid opportunities in the Defense Logistics Agency Bid Board System (DIBBS) (<https://www.dibbs.bsm.dla.mil/>). I noticed that there is an option to bidding called "No Bid." What is the point of this?**  
**J.C., Placerville, Calif.**

Dear J.C.: It is a courtesy to choose "no bid" to let the buyer know that you do not plan to quote. The buyer, who is hoping to get two or more competitive quotes, knows that if they receive several "no bids" they should follow up and find out why. Often it is because there is something wrong with the request, e.g. too short a delivery time, unrealistic quantities, obsolete items, or other possible problems. If you are able to add the statement, "please retain on bid list," then you will not be dropped if you have been included on a list of possible sources. This is more of an issue if you have been a previous supplier, otherwise, it does not matter much.

**Special Note:** Please be aware of an ongoing investigation that resulted in the suspension of two firms. This investigation was the result of allegations that small business contracts may have been illegally passed through to large businesses. If the allegations are proved, at a minimum, these firms will be debarred from receiving federal contracts, and may be subject to other penalties.

Small business contracts, sometimes called "set-asides" require that the recipient performs the work and, for the most part, uses other small businesses as suppliers and subcontractors.

As a small business, ensure that when you bid on a set-aside opportunity that you have the primary capability to perform the service or supply the product.

## GSA Schedule corner

Did you know that Federal Supply Schedules for medical products and services, including pharmaceuticals, equipment and supplies, medical staffing, and others are managed by the Department of Veterans Affairs (VA), rather than the General Services Administration (GSA)? They use the GSA eLibrary website ([www.gsa.gov/elibrary](http://www.gsa.gov/elibrary)) to list products on these schedules, and the principles of completing the solicitation and marketing the contract are similar to those for GSA Schedules. Whether you want a medical schedule through the VA or another type of GSA schedule, you can rely on The Federal Technology Center's counselors for assistance at no charge. Contact us at 916.334.9388 to schedule an appointment.

## Caltrans Contract Training Program

*Continued from page 1*

and cash flow management, business plan, business startup, business management, customer service, financial statements, financing, human resource management, insurance, Internet solutions and website design, marketing plans, QuickBooks / Peachtree, and social networking.

To receive business management assistance, please contact your local Small Business Development Center. (Counseling is exclusive to each SBDC location.) To see the list of SBDC locations in California, go to [www.CaltransContractTraining.org](http://www.CaltransContractTraining.org) and click on Free Counseling.

**Government Contracting Assistance** - Counseling for the following topics is provided by The Federal Technology Center (The FTC): assistance in finding specifications and plans, construction-related bids, contract management, DBE and Small Business Certification, developing cost proposals, estimating, guidance on pre-bid and other conferences, marketing to prime contractors, preparing bid/proposal, preparing online bids and proposals, prime contractors' expectations, use of the Internet to identify solicitations, bonding, subcontracting requirements. To receive government contracting assistance, please contact The FTC toll-free at 866.382.7822 or [www.TheFTC.org](http://www.TheFTC.org).

## Terry Nelson

*Continued from page 3*

and counseling, for which he received a VA Headquarters Award, the first such award to be given to anyone in VISN 21.

Terry has a bachelor's degree in psychology from California State University, Hayward, and has completed over 70 units of college level business courses (27 at the graduate level). He has completed numerous government and commercial courses in procurement and contracts, logistics, and quality assurance and he has been certified as an Acquisition Professional Level II by both the Department of Defense and the VA. He retired as an E-8 Electronics Branch Superintendent from the California Air National Guard in 1993.



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## Join Our Network of Partners

The Federal Technology Center (The FTC) provides contracting assistance to small businesses in 54 of California's 58 counties through the support of our network of *Community Partners, In-kind Supporters, and Outreach Partners.*

Our *Community Partners* support their local economy by contributing financial support to The FTC to help us provide free government contracting courses and counseling to small businesses in their city or county.

Our *In-kind Supporters* provide classroom or counseling space so that we may help local small businesses.

Our *Outreach Partners* help us market our free services to small businesses by distributing our class flyers or posting class announcements on their websites.

If you would like to partner with The FTC to bring government contracting assistance to your area, or to help us market our free courses and seminars, please contact Jack Toney, Director of The FTC's Statewide Procurement Assistance Program, at [Jack@TheFTC.org](mailto:Jack@TheFTC.org) or 916.334.9388.



*California's Leading Expert in Federal, State, and Local Government Contracts*



### Government Contracting Assistance

- Over 200 years of combined experience in government contracting
- Small business assistance with all aspects of government contracting
- Free courses, seminars and one-on-one confidential counseling

### Our Results

(Oct. 2000 - Sept. 2010)

- \$1.25 billion in government contracts reported
- 25,023 Jobs created or retained
- 29,374 Government contract awards reported
- 9,300 Businesses assisted
- 27,645 Counseling sessions

### Client Quote:



*“I can honestly say that we couldn't have done it without the help of The FTC and its outstanding counselors helping us 'little guys' learn how the 'big guys' do business.”* – Judy Smith, CEO, CrossWind Machining

[Read her story: [www.TheFTC.org/clientstories](http://www.TheFTC.org/clientstories)]

For more information about our 10-year Anniversary, go to: [www.TheFTC.org/10years](http://www.TheFTC.org/10years)



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