



Issue: # 1 Volume 4

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PM's Corner

A regular feature from the ME PTAC Program Manager, Ken Bloch

Welcome back to Maine PTAC News! As you may have noticed, we haven't published an edition in a while. Well, we're back, and with a new quarterly format. We hope that you like it as much as we do. If you have any topics that you would like us to address in future issues, please send me an e-mail at kbloch@emdc.org. And as always, please contact your local counselor for any assistance or questions that you may have.

Ken

We've Reorganized Maine PTAC

Maine is a very big State and we've been working hard to bring an even better level of service to you, our clients. That's why I'm pleased to announce our expanded and reorganized Maine PTAC program. We've added two new counselors and a new partner as well as a number of new locations for workshops and client meetings around the State. This will make it easier for us to get out and meet even more of you and provide more of the great service we are known for.

Bryan Wallace is our new Counselor for the Midcoast center (Franklin, Kennebec, Knox, Lincoln, Sagadahoc and Somerset Counties). He'll be working out of our new locations at KVCOG in Fairfield and TechPlace at Brunswick Landing.

Dan McGrath joins us as part of Sunrise County Economic Development Council (SCEC) and will be our Counselor representing Washington County, our new Downeast center. He will be based out of Machias.

Dana Delano and Ernie Gray will continue their outstanding client support in our North (Aroostook County) and Southwest (Androscoggin, Cumberland, Oxford and York Counties) Centers, respectively. And I will continue to directly support clients in our new Central Center (Hancock, Penobscot, Piscataquis and Waldo Counties) in addition to my statewide responsibilities.

In addition to the new locations above, we've added locations in Fort Kent, Madawaska and Limestone, just to name a few. We're very excited about all the improvements and we hope that you

are too.

Maine PTAC Client Awards April - June 2017

Total awards: \$ 24,469,472 (97 awards)

DoD awards: \$ 6,264,177

Other Federal awards: \$ 10,873,998

State/Municipal awards: \$ 6,773,307

HUBZone Program Expanded in Maine

The HUBZone program provides incentives for contract and subcontract awards in areas classified as Historically Underutilized Business Zones. The 2016 National Defense Authorization Act made some important changes to the HUBZone program, one of which could provide a big boost to the program in Maine.

Since the late 1990s, DoD facilities are modified or closed through a program called Base Realignment and Closure (BRAC). The BRAC process most recently impacted Maine when the former Brunswick Naval Air Station was closed. At the time, bases that were closed due to a BRAC were classified as HUBZones with the idea of helping to redevelop them. But only the former base was a HUBZone, not any of the area nearby.

The HUBZone program works by giving special credit to qualified businesses located within the HUBZone. One of the qualifiers is that 35% of their employees must also live within a HUBZone. Since almost no one lived on a recently closed base, it made HUBZone qualification almost impossible for BRAC areas.

Congress changed that and effective October 3rd, 2016, the area around the former Brunswick base increased dramatically to encompass many of the surrounding communities. This means that the number of HUBZone businesses can increase there too. SBA's interactive HUBZone map <https://www.sba.gov/contracting/government-contracting-programs/hubzone-program/hubzone-maps> can now be searched to find the qualifying areas, not just in Brunswick, but all over the country.

Maine PTAC is always here to help you with any registration and certification issues, so please contact your PTAC counselor any time you have a question or need assistance.

UPCOMING PTAC WORKSHOPS

Selling to the State of Maine

Thursday, August 17, 2017; 10:00 a.m. to 11:30 a.m.
Androscoggin Valley Council of Government (AVCOG)
125 Manley Road, Auburn

Introduction to Government Contracting and the Katahdin Woods National Monument

Thursday, August 24, 2017; 8:30 a.m. to 10:00 a.m.
Houlton Higher Education Center, Room 110,
18 Military Street, Houlton

Introduction to Federal Contracting

Tuesday, August 22, 2017; 8:30 a.m. to 10:00 a.m.
Eastern Maine Development Corporation
40 Harlow Street, Bangor

Federal Small Business Programs

Thursday, September 14, 2017; 8:30 a.m. to 10:00 a.m.
Eastern Maine Development Corporation
40 Harlow Street, Bangor

For More information or to register, go to: <https://maineptac.ecenterdirect.com/events>

You Don't Need to Pay for Assistance

We probably don't need to tell you this, but there are a lot of companies out there looking to get some of your money. The world of government contracting is complicated and confusing, which means many businesses need help. In recent years there has been an explosion of private companies offering to make it easy for you, just send them money.

Some of these offers look exciting, "Get a Five Year Government Contract Without Competing". Some of them look frightening, "You Need to Confirm Your Information Immediately". What they all have in common is that they want you to pay them for something. We know, we get them, too. By the way, the first one is usually about GSA contracts and the second one is usually about SAM registrations.

Lately they have become even more aggressive, stretching the truth about what they can do and claiming that you have to work with them, and pay them, to be successful. That's simply not true.

The federal government does not charge citizens to get involved and get contract work. And if you need help wading through the jargon and the rules, there are plenty of agencies providing help of one kind or another. In fact, Maine PTAC, and all of the other 97 PTACs across the country, exist solely to provide that assistance to you, at no charge. That's right. Nada, zippo, zilch. Your taxes already paid for this, there is no need to pay anyone else.

CONTACT US

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<p align="center">Southwest</p> <p>Ernie Gray, egray@emdc.org; 207.653.8625 Androscoggin, Cumberland, Oxford and York Counties</p>	<p align="center">Visit us online! www.maineptac.org</p> <p align="center">Find us on Facebook and LIKE our page! CLICK HERE</p>



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