

February 16, 2018



From left: Lenora Leasure and Jose Otero (IARI PTAC– PA). Colette Williams (Outreach Systems) behind, right..

Make sure your clients aren't fooled

If you've been following APTACConnect, you know that new schemes to get small businesses to sign up for pricey services or database profiles are popping up every day—and some of them turn out to be downright fraudulent.

It is more important than ever that you alert all new clients—and remind your old ones—to be on guard against such campaigns. To that end, APTAC has a new blog post, [Be Skeptical—Ask a PTAC](#), and we encourage you to post it to your own website—or customize and send as an email, in your newsletter, or as a public service notice to your local resource partners or media outlets. It is important to share this message far and wide.

While federal efforts to better educate contractors about free assistance are helpful, this “battle” will never be entirely won, making it imperative that we continue to educate the businesses in our community so that they are not fooled when they inevitably are targeted by this marketing.



Sources sought for debris removal

Remember all of those contractors looking for work following last summer's hurricanes? Now is the time for them to step forward with their capability and interest.

Louisiana PTAC's Sherrie Mullins recently received a request from their SBA region Procurement Center Representative (PCR) for PTACs around the country to help get out the word on a [sources sought notice for the Corps of Engineers' ACI \(Advanced Contracting Initiative\) for Debris Removal](#), which will be issued out of the New Orleans District (MVN) but will be a nationwide initiative. The plan is to award 18 IDIQ contracts; eight (8) as unrestricted and ten (10) as some sort of set aside. The original sources sought was published in FedBizOpps, but SBA is concerned that not enough Small Business firms either saw the announcement or decided to respond.

They would like to make a second effort to get the word out and get more responses from Small firms. Even though the original announcement has closed, the Corps will still accept responses from interested firms that did not respond to the initial notice. [CLICK HERE to download the notice](#) and please forward it to appropriate clients.

Contracting News:

[For commercial item contractors, some improvements in DoD's final rule and guidebook](#)

[DoD checks the box for Congress but still unnecessarily burdens commercial contractors](#)

[Pentagon warns CEOs: Protect your data or lose our contracts](#)

[Highlights from DoD acquisition panel's 1st report](#)

[New rule allows other direct costs and order level materials on GSA Schedule task orders](#)



Number of the Week:

74

*Topics comprise APTAC's Body of Knowledge (BOK).
[Check them out!](#)*

APTAC Candidate profiles

2018 Board Candidates

President-elect: James Gerraughty

VP for Education: Debbie Barber

Secretary: Gary Moore

Reg 2 Director: Anna Vulaj Fitzsimmons

Reg 4 Director: Nancy Cleveland

Reg 6 Director: Chris Hollingsworth
Anthony Cook

Reg 8 Director: Terri Williams

Reg 10 Director: Teri Williams
Kathy Cocus



Region 2 Director: Anna Vulaj Fitzsimmons, Monroe County

Fingerlakes PTAC—Anna Vulaj Fitzsimmons is an expert in marketing and communications, helping PTAC clients hone their marketing plans and increase their opportunities to bid on military, federal, state, and municipal contracts. She has served as MCFL Program Director for two years and was the PTAC’s business development manager prior to that. Collaborating with regional partners, she has successfully led the PTAC

to an “Outstanding” DCMA performance rating two years in row. Before coming to the PTAC, she was Director of Communications for the Rochester Business Alliance and Public Relations Manager at the Greater Rochester Metro Chamber of Commerce. She began her 18 year career as a city and business beat radio news reporter/producer at WXXI AM 1370. Anna currently participates in the DoD NERC, SBA’s Buffalo District Small Business Community Forum, and Upstate NY MWBE Consortium. She has served on numerous boards and committees. Her certifications include APTAC CCAS, CPP and VA Verification Counselor. She lives in Irondequoit, NY, with her husband and daughter.

Why do you want to serve on APTAC's Board? *The Board has addressed numerous challenges impacting all PTACs, including establishing a Body of Knowledge to meet changing education standards; and making sure key stakeholders are educated on the “PTAC Story” regarding the impact and successes achieved with small business. I look forward to continuing that legacy, and working diligently with the Board as Region 2 Director to identify and address future challenges and goals.*

What are your hopes for APTAC? *The Association, I believe, is headed in the right direction. Working closely with DLA and educating stakeholders has led to increased exposure of the PTAP program to Agencies, helping to cement APTAC – and PTACs – as the ‘Go-To’ professionals. I would like to see that momentum continue and expand, nationally and regionally.*

What characteristic or experience will best serve you in your APTAC Board duties? *My background is rooted in communications and public relations – first as a radio news reporter/producer for a local NPR affiliate, and then as the regional chamber of commerce’s director of communications. Experience has taught me collaboration and communication are key – and most importantly, listening. In so doing, we can gauge PTAC needs, providing the guidance and support to lead us to a productive future.*



Region 10 Director: Kathy Cocus, Washington PTAC

—Kathy Cocus has worked with businesses in her community for over 25 years and now brings her love of community, business and partnerships together working with clients in the Kitsap/Olympic Peninsula region, as well as those seeking business with the Navy and contractors stationed at Naval Base Kitsap. Also responsible for county economic development, she provides additional resources for clients as warranted. She has a unique perspective on the Navy as a retired submariner’s wife. Kathy has a BA in Home Economics Education from Northwest Nazarene University as well as courses in economic development and government contracting. Prior to joining the PTAC, she served as

Executive Director of the Greater Poulsbo Chamber of Commerce and Business Development Director of the Kitsap Humane Society. Kathy and her husband live in Poulsbo, WA and enjoy camping in the beautiful NW.

Why do you want to serve on APTAC's Board? *I’m excited at the prospect of learning about others’ best practices, passing them on and helping to continue the growth of APTAC one person at a time.*

What are your hopes for APTAC? *Continued growth – not just in membership but in knowledge, professionalism and tools.*

What characteristic or experience will best serve you in your APTAC Board duties? *I have been involved in the nonprofit world for 25+ years – both as a staff person and board member – and can bring that experience to the APTAC board. I have a strong loyalty to the organizations I make commitments to which would include APTAC.*

[Learn more about APTAC’s Election Process](#)

[Meet all of our Candidates](#)

URGENT: APTAC Spring Conference deadlines

APTAC's 2018 Spring Training Conference is coming up fast! Make sure that you don't miss the following deadlines:

TODAY—Friday, February 16th:

- ⇒ [Conference registration](#) at the regular rate (\$695). Registrations after today will be \$795.
- ⇒ Optional Workshop registration at the regular rate (\$395). Registrations after today will be \$450.
- ⇒ **Cancellations to receive a full refund.** Cancellations after today (but prior to 2/23) will incur a \$150 processing fee.
- ⇒ [APTAC Award nominations](#)
- ⇒ [APTAC Board nominations](#)

Friday, February 23, 2018

- ⇒ Cancellations to receive a refund minus a \$150 processing fee. Cancellations made after this date are non-refundable.



A few seats are still available for the FAR Workshop



There are still a few openings for our Sunday Optional Workshop: [The Complete FAR Guide for PTAC Counselors](#), offered by Georgia Tech's Contracting Education Academy. In this four-hour workshop, PTAC counselors will learn what they need to know about the Federal Acquisition Regulation (FAR) to more effectively advise their clients. The three phases of government acquisition – acquisition planning, contract formation, and contract administration – will be covered. All participants will be provided with a comprehensive workbook as well as access to a website where on-line resources are posted exclusively for PTACs. Each participant also will be given a certificate of workshop completion from Georgia Tech, conveying 0.35 CEUs. Registration is \$395 by February 16; \$450 thereafter. [Click here for flyer.](#)

Already registered for the conference and want to add the FAR workshop? Contact headquarters@aptac-us.org with your request.

Want to be “part of the action?” Volunteer to facilitate!

A great—and easy—way to be part of our conference team is to volunteer to serve as a session facilitator. The facilitator is responsible for welcoming and introducing the speaker, keeping track of time, facilitating questions, and thanking the speaker at the end of the session. Interested? [Contact Ohio PTAC's Hayward Chappell](#) and he'll put you on the schedule and/or answer any questions you may have.



Inside APTAC—Member Notes

APTAC Elections—what to expect: Electing APTAC leadership for the coming year is one of the most important things that happens at our annual Membership meeting (held in conjunction with the Spring Training Conference). Here is a quick refresher on how the process works:

- ◆ **Who can vote:** Anyone attending the conference who is on the roster of a member PTAC, as well as everyone not at the conference who is devoted 25% or more to a member PTAC per their SCAA roster.
- ◆ **When to vote:** Voting will open at 12 noon EST on Monday, March 5th and close at 1 pm EST on Tuesday, March 6th. Your ballot may be cast at any time during this 25 hour window.
- ◆ **How to vote:** For those attending the conference, the 2018 Ballot will be accessible via the Conference App as well as at kiosks at the registration desk. Not attending? A link will be emailed to you when voting opens on March 5th. *Watch for more information in next week's newsletter.* [Meet our Candidates](#)

Association of Procurement Technical Assistance Centers
360 Sunset Island Trail, Gallatin, TN 37066
Phone: 615-268-6644

Serving PTACs in Support of Industry, Government and Community