

June 5, 2017



From left: Joan Rueben, Richard Lyles and Cynthia Naughton of the Nevada PTAC

SBA adopting the 2017 NAICS size standards

CENTRE CONSULTING BLOG DISCUSSES THIS AND OTHER ISSUES

The U.S. Small Business Administration (SBA) is amending its small business size regulations to incorporate the NAICS revision for 2017, revisions that include the creation of 21 new industries as a result of combining, reclassifying, or splitting 29 existing industries. The new NAICS codes have resulted in an increase to the size standards for six NAICS industries and a part of one industry, a decrease to size standards for two, and a change in the size standards from average annual receipts to number of employees for one. [See this Centre Consulting blog post](#) for more details.

Centre Law & Consulting, LLC provides legal, consulting, and training services on government contracting; a number of APTAC members have taken their training, and members of the firm have presented at past APTAC conferences. Their weekly [Centre Knowledge Blog](#) is a great resource (free!) for keeping up to date on contracting issues. Even small tips, like their article [Protest Denial Stresses Need of Detail in Proposal Methodologies](#), can give you important information to share with your clients.

Check it out! If you'd like to be notified of future posts, you can scroll down and sign up for updates via the form in the right sidebar.



Stepped pricing—When and how to use it ?

Susannah Munro of the San Antonio PTAC posted an interesting inquiry about stepped pricing to APTACConnect last week. Stepped pricing refers to a situation in which different pricing levels are set depending upon the size of the purchase. Usually, the greater the quantity, the lower the price.

But not always. Susannah's client is a janitorial service, and their client lost a contract opportunity because their bid did not reflect that the bigger the building, the MORE it costs (per square foot) to clean. Susannah would very much like to hear from anyone who has experience with this type of contract. [Click here to view or respond to the stream.](#)

[Click here for an article about Stepped Pricing.](#)

Contracting News:

[Know the Conditions Before Becoming a Government Contractor](#)

[SBA Gives Generous Scores for Small Business Achievements](#)

[New Legislation Could Spur Modernization Efforts](#)

[FY18 federal budget request includes \\$200 billion in spending to spur \\$1 trillion infrastructure investment](#)

[Cybersecurity — A big deal for contracting](#)



Number of the Week:

\$471

Contract awards for every \$1 of federal PTAC funding

Getting credit (for training)

PTAC counselors seek additional training for themselves all throughout the year. Whether it is a webinar offered by the SBA, CVE or a private vendor such as Govology; a local event sponsored by your NCMA chapter or college, or a major conference such as APTAC's training conferences, the NCMA World Congress, or federal agency sponsored events, this training is critical to your ability to do your jobs, and APTAC wants to make sure you get credit for this ongoing professional development.



We try to make it as easy as possible, automatically capturing APTAC Conference and webinar attendance and uploading credit to your profile. We even have a partnership with Govology, through which they periodically let us know about APTAC member participation in their webinars so that we can add that to appropriate profiles as well. But we have to rely on YOU to let us know about training received from outside organizations, whether government or private. Following are a few reminders and tips about the process:

- ◆ **All training must be approved and assigned a BOK topic.** The Approval Process ensures that the training is relevant to the performance of procurement counseling (as defined by PTAC cooperative agreements) and designates it to fulfill APTAC Certification and re-certification requirements.
- ◆ **Once a course or webinar has been approved for one APTAC member, it need NOT be approved again.** So we ask that everyone:
 - ◆ **Check our [List of Previously Approved Training](http://www.aptac-us.org/listing) FIRST**, before submitting a request for credit. Go to: www.aptac-us.org/listing and use the search field on the right immediately UNDER the red title bar. You can search using any word from any field, including title, sponsor and BOK topic number (e.g., C.21).
 - ◆ **If the course has already been approved**, simply send some documentation of completion, such as a certificate, confirmation email, or other documentation, along with the date you completed the course, to atc@aptac-us.org.
- ◆ **If the course has NOT yet been approved**, you must submit it to be reviewed by the Education Committee's ATC Subcommittee. For a single class or webinar, go to: www.aptac-us.org/request-training-credits-guidelines and follow the instructions there.
- ◆ **For multi-session events like Conferences**, or for longer courses (such as a residential or college course) that cover multiple BOK topics, please contact atc@aptac-us.org to request instructions on how to proceed. We are currently in the process of modifying our review procedures for these more complex offerings.

All of these links can be found from the [APTAC Members' Portal](#) under the tab, "BOK/Education."

PURSUING A CERTIFICATION? Use our [List of Previously Approved Training](#) to identify the coursework needed to fulfill various Core requirements. Simply type the BOK topic number (i.e. C.21) into the search field to find relevant courses.

Inside APTAC—Member Notes

A Warm APTAC

Welcome to:

Bryan Wallace,
Maine PTAC

Share your Successes!

APTAC wants to tell the story of PTAC client successes across the country; to do so, we need YOUR client success stories!

Please gather stories of how you have helped your client(s) succeed. Make sure you have your client's permission to share them, and then forward them to your Program Manager to be sent to APTAC. We must have PM approval for any success stories received.

APTAC Leadership Minutes posted: A [synopsis of minutes of APTAC's 2017 Spring Leadership meeting](#) have been posted to APTACConnect. [Minutes of past meetings](#) are available for your review as well.

Do you know about selling to the Government Publishing Office (GPO)? If so, share your knowledge via [Phillip Luebke's discussion stream](#). If not, visit the stream to learn more!

