

The Government Contract Assistance Program



**Helping Oregon businesses succeed by
providing technical assistance in
government contracting**

Results:

- Creating and retaining jobs
- Fostering economic diversity
- Increased state tax revenue

Business Sectors Served:

- Manufacturing and service businesses
- Veteran and service disabled veteran owned businesses
- Rural and distressed area businesses
- Forest management businesses
- Disadvantaged and woman-owned businesses

Performance Measurements

GCAP's recent achievements

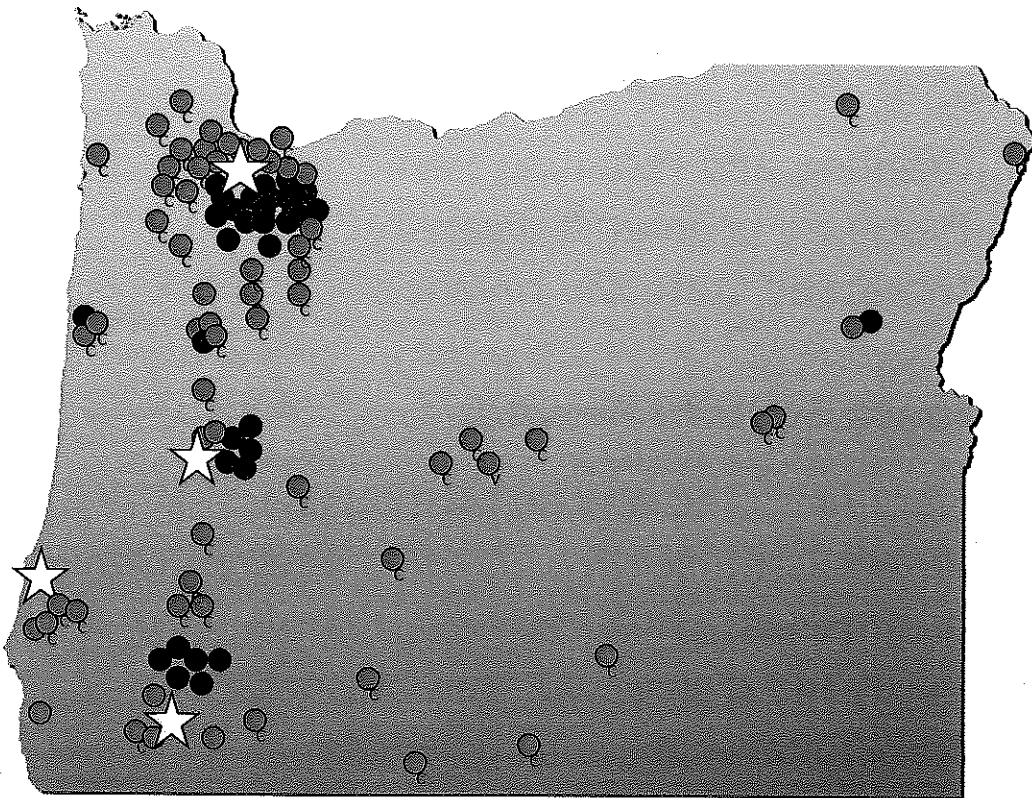
July 01, 2011—December 31, 2012

Counseling Sessions: 4975

Individual Small Businesses Counseled: 1891

GCAP Clients Reported Over \$28 Million in Contract Awards

GCAP sponsored 35 workshops/conferences/webinars across the State,
with 703 attendees and two statewide conferences with 182 attendees



Training: ●

200 contract awards with 72
businesses: ●

Current GCAP Counselors: ☆

A State investment of \$425,000 will gain \$1,200,000 in Federal funding

With this funding, the benefits to Oregon will be:

- \$56,000,000 in projected government contract awards
- The creation or retention of approximately 650-930 jobs
- A projected increase in State tax revenue that will be 11 times the investment in GCAP
- Total government contract awards to Oregon match funds represents a ROI ratio of 135 to 1

Rick Evans
OEI Executive Director
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Dee Edwards
GCAP Program Manager
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GCAP is administered by the Organization for Economic Initiatives, Inc.,
a 501(c)(3) nonprofit corporation.

www.gcap.org



"The GCAP Program is worth its weight in gold."

John McNeeley, John Day

"Thank you for everything you have done. You are a true help!"

Kristana Fruci, MyBinding, Hillsboro

"I understand the effectiveness of GCAP is primarily gauged by the number of contracts received but I'm hoping that it also matters that GCAP is providing an invaluable service to businesses like mine that are in the stages of just getting started and not yet aggressively pursuing government contracting opportunities...thank you for being available to assist our business with trying to do business with the government—the services you provide are invaluable!"

Shanna Snell, Desert Star, LLC, Bend

"Your people...bent over backwards to help me through a process which was difficult for me. As a direct result of your help, I was awarded the contract. You should be commended, your help was priceless."

Scott Lamb, Lemolo Lake Resort, Idleyld Park

"I would not have been able to complete this process without the help of GCAP. I would hope their services will continue to be available to help contractors with a very complex government process."

David Craycroft, All Terrain Firewater, Redmond

"I greatly appreciate this service, would recommend it to anyone choosing to pursue a GSA Schedule, and frankly, cannot imagine how I would have managed this without GCAP's help."

Lois D. Cohen Associates, Portland

"The R6 USDA Forest Service has established for several years a partnership with GCAP to assist with folks in helping get Government contracts. Without this support, R6 would not have the needed resources in order to effectively respond to the emergency needs."

Kermadine Barton, Contracting Officer, USDA R-6



DEFENSE LOGISTICS AGENCY
HEADQUARTERS
8725 JOHN J. KINGMAN ROAD
FORT BELVOIR, VIRGINIA 22060-6221

NOV 16 2011

Mr. J. Rick Evans
Organization for Economic Initiatives, Inc.
1144 Gateway Loop, Suite 203
Springfield, OR 97477-7750

Dear Mr. Evans:

Your organization received an award in fiscal year (FY) 2012 under the Procurement Technical Assistance Program (PTAP), which is a cost sharing cooperative agreement program administered by the Defense Logistics Agency (DLA). The purpose of this letter is to highlight the opportunity for additional funding under the PTAP, which may be available for FY13 and in the future.

Subject to the availability of funds and your organization's ability to satisfy the PTAP's cost sharing requirements, DLA is authorized annually to provide \$300,000 for regional or \$600,000 for statewide programs. In the past, your organization may or may not have taken full advantage of the opportunity for funding that is available under the program.

As future funding opportunities under the PTAP become available, I encourage you to work with your DLA Grants Officer to ensure that you make the most of those opportunities, within the limitations above. You may also contact me directly at (703)767-1662.

Sincerely,

A handwritten signature in cursive script, appearing to read "Amy Sajda", is positioned above the typed name.

AMY SAJDA
Director
Small Business Programs

United States Senate

WASHINGTON, DC 20510

April 19, 2012

The Honorable Daniel Inouye
Chairman
Defense Appropriations Subcommittee
U.S. Senate
Washington, DC 20510

The Honorable Thad Cochran
Vice Chairman
Defense Appropriations Subcommittee
U.S. Senate
Washington, DC 20510

Dear Mr. Chairman and Senator Cochran:

Thank you for your continued, bipartisan support of the Procurement Technical Assistance Program (PTAP), which is funded and administered by the Defense Logistics Agency's (DLA) Office of Small Business Programs. Given the challenges our nation's small businesses continue to face during this economic downturn, and the program's demonstrated success in providing assistance to small businesses, we respectfully write to request your support of \$35,500,000 in the Fiscal Year 2013 Defense Appropriations bill. This \$9 million increase to the President's budget request equals the same amount of funding the Senate added to the program in FY2012.

Over ninety regional Procurement Technical Assistance Centers (PTACs), with more than 250 local offices in all 50 states, form a nationwide network of dedicated procurement professionals who provide critical assistance to small businesses seeking to participate in defense and other government procurement contracts. Small businesses use the PTACs to obtain information and training on new acquisitions procedures, specialized solicitations, and federal contracting information. PTACs help generate new suppliers for the Defense Department, resulting in greater competition, higher quality goods and services at lower cost, more prudent expenditure of taxpayer dollars, and a stronger industrial base.

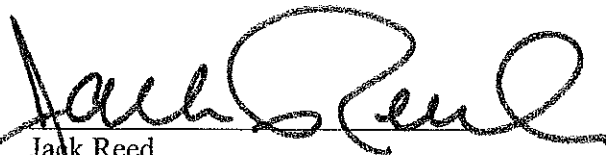
The PTAP is one of the most successful federal programs to assist small businesses. Initial inquiries from small businesses and attendance at PTAC events have increased substantially. In 2010, PTACs held over 180,000 counseling sessions for almost 73,000 clients – resulting in over 114,000 contracts awarded worth \$17.42 billion and creating and retaining 348,000 jobs.

The PTAP is authorized under 10 USC 2412 Chapter 142 and has been in the President's budget since FY1999. Congress has consistently recognized the importance of the PTAP on a bipartisan basis. Even with the funding increases from Congress, DLA has been forced to deny requested funds to PTACs who have identified funding needs and secured their required non-federal matching funds.

Chairman Inouye and Ranking Member Cochran
Procurement Technical Assistance Program

Given the value of the PTAP to our nation's small businesses and the goods and services they provide to the warfighter, we thank you for your consideration of our request.

Sincerely,



Jack Reed
United States Senator




Susan Collins
United States Senator



Richard Blumenthal
United States Senator




Ron Wyden
United States Senator



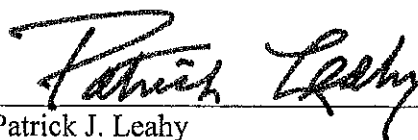
Bernard Sanders
United States Senator



Sheldon Whitehouse
United States Senator



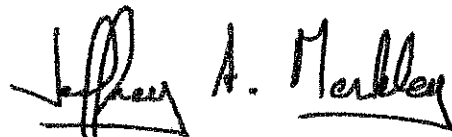
Joseph I. Lieberman
United States Senator



Patrick J. Leahy
United States Senator



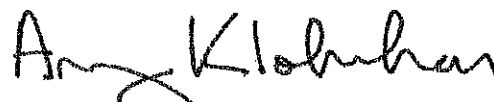
Debbie Stabenow
United States Senator



Jeff Merkley
United States Senator




Al Franken
United States Senator

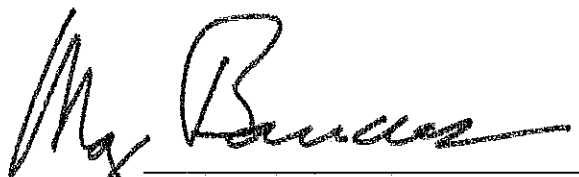


Amy Klobuchar
United States Senator

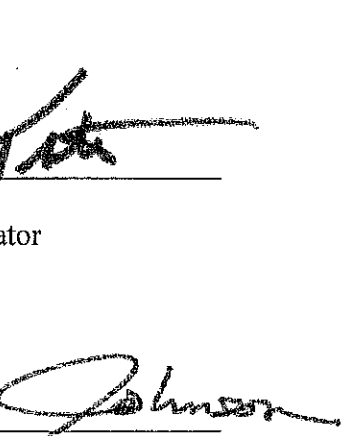
Chairman Inouye and Ranking Member Cochran
Procurement Technical Assistance Program



Jon Tester
United States Senator

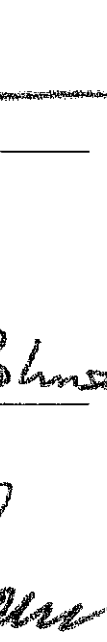


Max Baucus
United States Senator



Tim Johnson
United States Senator

Jeanne Shaheen
United States Senator



Christopher A. Coons
United States Senator

Mary L. Landrieu
United States Senator

