



COLORADO

Office of Economic Development
& International Trade

PROCUREMENT TECHNICAL ASSISTANCE PROGRAM

ANNUAL REPORT 2019-2020

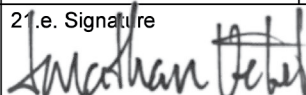
The Colorado Procurement Technical Assistance Center (PTAC) is the qualified entity that provides such services to small businesses statewide. The PTAC's fiscal year covered by this report is from September 15, 2019 to September 14, 2020.

The following information is reported to the Office of Economic Development and International Trade (OEDIT) by the PTAC and is to be included in the annual report submitted to the General Assembly per C.R.S 24-48.5-121.

Statutory Requirements Descriptions	Statutory Requirements	# of Awards
The number of new and active businesses that the PTAC served	100	1,927
The number of counseling hours that the PTAC provided The number of events that the PTAC sponsored or participated in	1,500	3,011
The number of events that the PTAC sponsored or participated in	65	169
Did the PTAC obtain at least \$200,000 in gifts, grants, or donations	\$200,000	\$231,641
Did the PTAC obtain the required minimum amount of gifts, grants or donations in cash	\$50,000	\$113,448
What portion of the gifts, grants, or donations did the PTAC use	Up to 100%	100%

--Based on the above information reported by the PTAC, the PTAC has met all required metrics of the statute with no exceptions—

* In any year the PTAC raises more cash than is required, the excess is applied to the following year's requirement. Therefore, \$63,448 will be applied to next year's requirement.

PROCUREMENT TECHNICAL ASSISTANCE CENTER COOPERATIVE AGREEMENT PERFORMANCE REPORT		Prescribed by: Procurement Technical Assistance Program Sponsor: DLA Small Business (DB)	Form Approved OMB No. 0704-0320 Expires 11/30/2021
The public reporting burden for this collection of information, 0704-0320, is estimated to average 5 hours per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding the burden estimate or burden reduction suggestions to the Department of Defense, Washington Headquarters Services, at whs.mc-alex.esd.mbx.dd-dod-information-collections@mail.mil . Respondents should be aware that notwithstanding any other provision of law, no person shall be subject to any penalty for failing to comply with a collection of information if it does not display a currently valid OMB control number.			
1. Cooperative Agreement Number SP4800-19-2-1950	2. Recipient's Name and Address Colorado Procurement Technical Assistance Center 559 E. Pikes Peak Ave./STE 101 Colorado Springs, CO 80903	3. Unique Entity Identifier 962620949	5. Cooperative Agreement Period of Performance Starts: <u>Sep 15, 2019</u> Ends: <u>Sep 14, 2020</u>
		4. Report Type (Select) Final	6. Reporting Period End Date 09/14/2020
7. New Clients (cumulative)			806
7.a. Number of small business concerns in block 7			784
7.b. Number of distressed area concerns in block 7			
7.c. Number of covered small businesses in block 7			
8. Active Clients			1,121
8.a. Number of small business concerns in block 8			1,095
8.b. Number of distressed area concerns in block 8			
8.c. Number of covered small businesses in block 8			
9. Counseling Time (cumulative)			3,011
9.a. Counseling time with small business concerns in block 9			2,976
9.b. Counseling time with distressed area concerns in block 9			
9.c. Counseling time with covered small businesses in block 9			
10. Participated events (cumulative)			169
11. Discuss progress made towards the achievement of performance goals including successes and/or difficulties experienced. If applicable, discuss action you have taken, or contemplate taking, to resolve problems. 1. All CO-PTAC 2019-2020 goals were exceeded 2. Re-organization of the PTAC structure and processes, coupled with webpage and course content improvements have yielded significant improvements in time spent with clients (hours) and in outcomes (awards). See also			
12. Discuss any development that has a significant impact, positive or negative, on the PTAC including problems, delays, or adverse conditions which will impair your ability to meet any of the cooperative agreement's requirements. 1. State-imposed restrictions on the number of individuals that can "gather" have significantly reduced our ability to perform in-person classes and outreach events. While we have adopted the use of videoconferencing to mitigate the impact of the restrictions, videoconferencing is not a substitute for in-person interaction, and the quality of the events is lowered as a result.			
13. Discuss any noteworthy client success stories facilitated by the PTAC's assistance and/or other significant programmatic accomplishments. Share any notable lessons learned and discuss promising practices that have improved program outcomes. See attached.			
14. Contract Awards by Federal Agencies (cumulative)			
14.a. Number of prime contract awards received by active clients that were awarded by Federal agencies			4,124
14.b. Dollar value of awards in block 14.a.			\$683,119,316.22
14.c. Number of awards received by active clients that are small business concerns in block 14.a.			4,038
14.d. Dollar value of awards in block 14.c.			\$645,044,050.06
14.e. Number of awards received by active clients that are covered small businesses in block 14.a.			
14.f. Dollar value of awards in block 14.e.			
15. Contract Awards by State and Local Governments (cumulative)			
15.a. Number of prime contract awards received by active clients that were awarded by State and local governments			12
15.b. Dollar value of awards in block 15.a.			\$488,127.77
15.c. Number of awards received by active clients that are small business concerns in block 15.a.			12
15.d. Dollar value of awards in block 15.c.			\$488,127.77
16. Subcontract Awards (cumulative)			
16.a. Number of subcontract awards received by active clients			4
16.b. Dollar value of awards in block 16.a.			\$765,950.00
16.c. Number of awards received by active clients that are small business concerns in block 16.a.			4
16.d. Dollar value of awards in block 16.c.			\$765,950.00
17. Number of survey respondents			
18. Results: survey question #1			
19. Results: survey question #2			
20. Results: survey question #3			
21. CERTIFICATION: By submitting this report, I certify that it is true, complete, and accurate to the best of my knowledge.			
21.a. Name and Title of Authorized Certifying Official Veteto, Jonathan E/Program Manager Executive Director	21.b. Telephone Number 719-208-1667	21.c. Email Address j.veteto@coloradoptac.org	
21.d. Date Report Submitted (mm/dd/yyyy) 10/15/2020	21.e. Signature 		

COLORADO PTAC CLIENT SUCCESS REPORT

Prepared by: Jim Kidd

Date: 10/1/2020



Background

SGLC Consulting is a WOSB, Small Business owned by Susie Cunningham, along with her husband Grant became a Colorado PTAC client on 4/29/2020. The firm was established on 1/8/2011 and is located in Edwards Colorado. This firm has a background in Construction and Environmental Remediation and Special Trade project management. The firm is completely new at the federal government contracting process having no past performance. Both Susie and Grant have worked for other firms in these areas that had federal contracts so there has been some exposure to federal contracting. Both principals have a high level of project management skill and willingness to learn the federal process.

Opportunity

The federal sector can provide stability to the up and down civil construction market. The firm was very specific in the geographical area they wanted to work in and has ties to Oklahoma City. The principals have been contemplation entering the federal arena for some time and made a decision to pursue this potential market as a way to grow their business.

Challenge

The firm has no past performance in the federal arena. The principals had never prepared a response to a federal RFP.

Action

An initial skill and education assessment was conducted in the first two hours of consulting time to determine areas that will need education and guidance. The results to the assessment showed a weakness in RFP preparation, General understanding of the sequence of the federal contracting process and the need for specific agency selection for targeted marketing. An intense program was developed to meet these weaknesses and over the next seven weeks. 19.5 hours of consulting, homework and education was provided to shore up the areas of weakness. The firm selected four initial projects that fit their area of expertise and submitted four Proposals. The PTAC consular reviewed each RFP's for completeness, basic response language and made suggestions for improvement.

Result

All RFP's were submitted on time and the firm participated in the job walks to begin the relationship building process. Of the four bids submitted, the firm received three awards totaling \$993,588.36. The firm is a federal contract ready organization with a culture of detail orientation that is required to be successful in the federal arena.

Agency Information

U.S. Fish & Wildlife , Jeanne Molis, \$746,789.93
Oklahoma Area HIS, Christine Henthorn, \$54,445.20
Federal Aviation Administration, James Love, \$192,353.23

COLORADO PTAC CLIENT SUCCESS REPORT

Prepared by: Tom Fuller

Date: 10/6/2020



Background

iiCON was a contractor that was a tag-along client since August of 2018 with little activity with PTAC. They were recipients of general broadcast emails but no counseling sessions. PTAC Client - NCG Northstar Contracting Group (Rita Tozzie) - spoke with Brett Denison and encouraged her to get in contact with ColoradoPTAC for assistance. Brett contacted Tom Fuller who brought her back in as a 'new client' as there was little activity since they were signed up since 2018. On July 16, 2020, Brett and Tom discussed the New Clients Guide and talked about what PTAC had to offer to include a Red Team Review of Proposals. A US Forest Service solicitation for the COS Air Tanker Base was also provided to Brett. On 20 July, Tom went through how to read an RFP with Brett and what to focus on when drafting a proposal. iiCON drafted a proposal and provided it to Tom for review and comments were returned on 17 August 2020. Later that morning, Tom and Brett got together and discussed the findings of the review. On 26 August, Brett attended the PTAC Class "RFP Response: Where Do I Start? Building the Foundation Of Your Proposal" and on 8 Sept, Bidmatch was implemented. On 22 September, 2020, Brett Denison emailed Tom Fuller that they had won the contract for the Colorado Springs Tanker Base!

Opportunity

iiCON was provided a solicitation for the US Forest Tanker Base in Colorado Springs. With the increase of Wildland Fires in the Western United States, additional facilities are being constructed to support the wildland fire fighting effort. This facility will include a pad to onboard retardant, support buildings, and slurry mixing facility, as well as connecting taxiway.

Challenge

Brett was new to Federal Contracting and had no experience in reading an RFP.

Action

Tom discussed the Uniform Contract Format and how to read a contract. Time was spent on Section L to discuss how the proposal was to be submitted and Section M to review how the proposal was going to be evaluated for award. There are many requirements that were to be performed on this contract however Section M focused on what was most important as far as the proposal evaluation. It was emphasized during discussions that the amount of space used in the proposal should be proportional to the importance of the evaluation factors laid out in the RFP.

Result

Contract # 1282BH-20-C-0010 was awarded in the amount of \$5,373,126.00 for construction of the Colorado Springs Tanker Base which will be used for Wildland Fire Fighting in the Western US.

Agency Information

USDA, US Forest Service, Region 2
Christina Schofield, Contracting Officer, Christina.schofield@usda.gov 970-295-6635
USDA – Forest Service, 2150 Centre Ave, Bldg E Fort Collins, CO 80526