

PTAC TALK

A newsletter of the Northwest Pennsylvania Regional Planning & Development Commission's Procurement Technical Assistance Center (PTAC).

Proudly serving the northwestern Pennsylvania counties of Clarion, Crawford, Erie, Forest, Lawrence, Mercer, Venango and Warren.



YOUR NORTHWEST COMMISSION PTAC TEAM:

Robyn Young

Government Contracting Manager
robyny@northwestpa.org

Melissa Becker

Government Contracting Specialist
melissab@northwestpa.org

Kelly Weaver

Government Contracting Specialist
kellyw@northwestpa.org

Visit our website:

<http://northwestpa.org/government-contracting/>

Follow us on social media:

www.facebook.com/nwcommission/
twitter.com/nwpa_commission



Guide to Upcoming Local & National Events

As we move into Spring and Summer, it's time for many agencies & government contracting organizations to hold their annual conferences, expos & networking events. In this special edition of PTAC Talk we're providing a list of what's happening locally & nationally that may be of interest.



Notes: Exhibitor lists for tradeshow, networking & matchmaking events are usually available to help attendees prepare in advance. Some events have registration fees; check event websites for full details.

And remember: If you'd like assistance in preparing for any government contracting events, please contact your PTAC Counselor!

Supportive Services Business Development Conference – Pittsburgh – April 10

Date: April 10, 2018

Time: 8:00a – 4:00p

Location: CoLab 18 @ Novaplace, 100 S. Commons Ave., Pittsburgh

Presented by the Small Business, Diverse Business & Disadvantaged Business Service Centers of Cheyney University & PennDOT.

A full day of presentations, trainings, and panels -- there will be workshops on Navigating ECMS, Cost Estimation, Social Media Strategies, Human Resources and more, as well as a presentation of upcoming District 11 projects. And for ready-to-work firms can register to come back on April 11th for the "Getting Ready for Primetime" networking event, offering a chance to meet with multiple primes in a "speed dating" style of networking event.

Information & registration at

<http://www.pennsylvaniadb.com/event/supportive-services-conference-pittsburgh/>, or contact penndbe@cheyney.edu, 610-399-2097



The Northwest Commission PTAC, which serves as a Procurement Technical Assistance Center (PTAC), is funded in part through a cooperative agreement with the Defense Logistics Agency (DLA).

External links provided within this issue of *PTAC TALK* do not constitute an endorsement by the Northwest Commission or the Northwest Commission's PTAC of the opinions, products or services presented, or any sites linked to it.

SBA All-Small Mentor Protégé Program – SBA Pittsburgh District Workshop – April 12, Pittsburgh

Dates: April 12, 2018

Times: 2:00p – 3:00p

Location: Nova Place, 100 S. Commons Ave., Pittsburgh

Interested in mentor-protégé programs to grow your small business? Small business owners wishing to grow through contracting partnerships should plan on joining the SBA Headquarters team as they discuss the agency's All-Small Mentor Protégé program for federal contracting. They'll be reviewing its benefits, as well as tips on joint-venture agreements.

To register, [CLICK HERE](#). For information, contact wpainfo@sba.gov or call 412-395-6560.

Understanding WOSB Certifications for Government Contracting – NW Commission PTAC – April 19, Meadville

Date: April 19, 2018

Time: 1:00 p.m. to 3:00 p.m.

Location: William Douglass Jr. Conference Center, 764 Bessemer Street, Meadville, PA 16335

This FREE session will provide attendees with a better understanding of Woman-Owned Small Business (WOSB) and Woman Business Enterprise (WBE) certifications as they apply in the government marketplace. Topics to be covered will include: Regulations and eligibility requirements for WOSB & WBE status; Federal WOSB set-aside program; U.S. DOT and state-level certifications; How/where to certify.

To register visit <https://nwpaptac.ecenterdirect.com/events> or email melissab@northwestpa.org.

28th Annual Government Procurement Conference – Washington, DC – April 19

Dates: April 19, 2018

Times: 9:00a – 4:00p

Location: Walter E. Washington Convention Center, Washington D.C.

This event is a national conference fostering business partnerships between the Federal Government, its prime contractors, and small, minority, service-disabled veteran-owned, veteran-owned, HUBZone, and women-owned businesses. Participating firms will have the benefit of marketing their products/services to procurement representatives and small business specialists from government agencies. Companies may choose to set up an exhibit table to showcase their capabilities or simply come as an attendee.

The conference also includes educational conference sessions, procurement matchmaking, and a dynamic exhibitor showcase.

Information & registration at
<https://www.fbcinc.com/e/Procurement/>.

Export Controls under ITAR & EAR Regulations – NW Commission Exporting Program Workshop – April 25 & 26, West Middlesex

Date: April 25 -26

Time: Two-day event, 8:30a – 4:00p both days

Location: Park Inn by Radisson Sharon, 3377 New Castle Rd, West Middlesex, PA 16159

Presented by Ohio-Pennsylvania Stateline Export Initiative, this program will help you identify what has changed under ITAR & EAR and the steps to be in full compliance. Through a review of the regulations as they currently exist and particular examples, attendees will gain an understanding of how to navigate the ITAR & EAR, properly classify their exports, and obtain the necessary licensing & permissions to export. A lunchtime session will also be presented on ITAR compliance for Government Contractors.

Who should attend: Anyone responsible for export compliance; Logistics, shipping, purchasing personnel; International Trade supervisors & managers; Engineering, research & development personnel.

Event details at <http://www.northwestpa.org/wp-content/uploads/2018/03/Export-Compliance-Training-Agenda-April-25-26-2018.pdf>.

Registration at

<https://www.surveymonkey.com/r/exportcompliance2018>.

Ohio Business Matchmaker – Dayton, OH – May 2

Dates: May 2, 2018

Time: 7:30a – 4:00p

Location: Dayton, OH

The Ohio Business Matchmaker connects small businesses to government contracting opportunities. As one of the largest business-to-government matchmaking events in the state, this event offers a unique opportunity for businesses interested in doing business with the federal, state or local government to meet with representatives to market and sell their goods and services. Open to all small and large businesses. This event allows businesses to either pre-schedule appointments or create their own unscheduled matchmaking the day of the event.

For more information, visit

<https://www.ohiobusinessmatchmaker.com/> or contact matchmaker@development.ohio.gov.

“C3” Government Contracting Training and Networking Event – Pittsburgh – May 3

Date: May 3, 2018

Time: 8:30 a.m. to 3:00 p.m.

Location: University of Pittsburgh, Alumni Hall, 4227 Fifth Ave., Pittsburgh, PA 15213

This event, held last year as “DYNET Pittsburgh”, will provide opportunities to network with Federal, State and Local Government agencies, Prime Contractors, Universities, Support Organizations and other businesses both large & small. Attendees can connect with representatives throughout the day, attend training sessions, market their products & services, and get answers to their questions.

Information and registration at

<http://entrepreneur.pitt.edu/events/c3/>.

DLA Land & Maritime’s Training, Knowledge & Opportunities (TKO) Seminars – Columbus, OH – Offered Quarterly

NEXT DATES: May 15-16; September 11-12; November 6-7

Time: Two day conferences, 8a-4p both days

Location: Columbus, OH

The TKO Seminars offer 2 days of sessions on teaching vendors how to start doing business with the Defense Logistics Agency (DLA) an agency of the U.S. Department of Defense. Vendors will be informed on how to find open solicitations, how to submit a quote through the DLA Internet Bid Board System (DIBBS), the procedures for viewing/downloading drawings, how to use Wide Area Workflow/iRAPT to get paid, and more.

All sessions are held at DLA Land and Maritime, located in Columbus, Ohio free of charge. The only costs attendees may incur is lodging, food and transportation.

IN ADDITION TO THE TKO SEMINAR HELD IN COLUMBUS, THE TKO EVENT WEBSITE LISTS UPCOMING FREE WEBINARS OFFERED BY THE AGENCY.

Info & registration at <https://tko.dla.mil/>. (Select Land and Maritime from the dropdown menu).

DLA Aviation Supplier Industry Day – Richmond, VA – May 15-16

Date: May 15-16, 2018

Location: Defense Supply Center Richmond, Frank Lotts Conference Center, Richmond, VA

This Supplier Industry Day will focus on issues critical to DLA Aviation’s current operating environment and will include various Aviation focused breakout sessions.

Anyone wishing to attend the Supplier Industry Day must be vetted prior to obtaining access to the government facility.

Information and registration at

<http://www.dla.mil/Aviation/Business/IndustryResources/Events.aspx>.

DLA Energy – Worldwide Energy Conference – National Harbor, MD – May 20-23

Date: May 20-23, 2018

Location: Gaylord National Hotel & Convention Center, National Harbor, Maryland

This conference will address the entire spectrum of the energy supply chain and provide an opportunity to collaborate among DoD employees, contractors, the Military Services, peers, leaders and top industry experts to discuss current trends & innovations in the petroleum, alternative fuel and renewable energy fields.

Information and registration at

<http://www.wenergyconference.com/>.

Showcase for Commerce Government Procurement Expo – Johnstown Area PTAC – June 1

Dates: June 1, 2018

Times: 9:30a – 2:00p

Location: 1st Summit Arena at Cambria War Memorial Arena, Johnstown, PA

The 2018 Government Procurement Expo (GPE) takes place during the 28th annual Showcase for Commerce public exhibition. Small businesses will have the opportunity to meet one-on-one with purchasing representatives from various Federal and State governments, and also connect with large prime contractors exhibiting at Showcase.

Details & registration information at

<http://showcaseforcommerce.com/Events/EventGE.aspx>. Point of contact is Lenora Leasure, lleaseure@jari.com, 814-245-4022

Cleveland B2B Matchmaker – June 14

Dates: June 14, 2018

Location: Progressive Field, Cleveland, OH

An opportunity to meet with large business buyers and network with small business peers. Suppliers are matched with participating buyers by NAICS codes and then have the opportunity to schedule 15-minute, timed meetings with the buyers.

More details & registration at

<https://www.clevelandbtobmatchmaker.com/>. Point of contact is Adina Magda, amagda@gcpartnership.com, 216-592-2379

DLA Land and Maritime Supplier Conference and Exposition – Columbus, OH – June 19-20

Date: June 19-20, 2018

Location: Greater Columbus Convention Center

DLA Land and Maritime Supplier Conference & Exposition is a two-day event hosted by the National Defense Industrial Association (NDIA) and DLA Land and Maritime to provide a forum for current and potential vendors to discuss future logistics support strategies, challenges and to streamline efforts to better support the Warfighter.

DLA welcomes new businesses that want to join the team and those businesses that have been working with them for years. The conference goal is improving alliances and reforming business processes to continually improve Warfighter readiness.

Information and registration at

<http://www.dla.mil/AboutDLA/News/NewsArticleView/Article/1293111/2018-supplier-conference/>.

NASA Midwest Business Conference – Athens, OH – July 17-18

Dates: July 17-18, 2018

Location: Ohio University, Athens, OH

Attention contractors in OH, PA, WV & KY: NASA is working with multiple PTACs to organize one centrally-located event that will include NASA Industry Day, networking, and matchmaking sessions. The event is entitled "Reaching High: Matching Mid-West Businesses with Government Opportunities". Look for more details & event announcements coming soon.

<https://osbp.nasa.gov/regional-outreach-events.html>. Point of contact: Truphelia M. Parker, truphelia.m.parker@nasa.gov, 202-358-2088

Dynamic Networking for Small Business ("DyNet") – NW Commission PTAC – August 23, Erie

Dates: August 23, 2018

Times: 9:00a – 4:00p

Location: Ambassador Banquet & Conference Center, Erie, PA

Dynamic Networking for Small Business ("DyNet") is a day-long matchmaking & training event offering small businesses the opportunity to network directly with government agencies and large prime contractors.

This networking event makes a multitude of small business resources available to busy entrepreneurs all in one location and is an outstanding opportunity to encourage small business growth and success.

Details & registration information at

<https://nwpaptac.ecenterdirect.com/events/4266>. Point of contact is Robyn Young, robyny@northwestpa.org, 814-677-4800 x130.

31st Annual Procurement Opportunities Fair – GACO/GCAC PTAC – October 23, Monroeville

Date: Oct. 23, 2018

Location: Monroeville Convention Center, Monroeville, PA

The PTACs at California University of PA and Slippery Rock University will be hosting their annual Procurement Opportunities Fair in Monroeville, PA. Government Agency Coordination Office (GACO) holds this government contracting event each year to offer small businesses the opportunity to meet with purchasing representatives from various Federal and State governments and also connect with large prime contractors exhibiting at the procurement fair. Small businesses may register to attend the networking & training sessions and also have the option of purchasing booth space.

Info available at <http://www.sru.edu/offices/government-contracting-assistance-center/seminar-and-other-training-events> or contact julian@calu.edu.

DLA Troop Support – Joint Advanced Planning Brief for Industry (JAPBI) – Philadelphia – Dates TBA

Dates: TBA

Location: TBA around Oct. or Nov. 2018

At the annual JAPBI, the DLA Clothing & Textiles team and military service partners brief the industrial base on future requirements and business opportunities for clothing and individual equipment. The event location will be held in the Philadelphia area (location to be later announced around October or November of 2018).

Additional information to be announced at

<http://www.dla.mil/TroopSupport/ClothingandTextiles/C-T-Industry/IndustryEvents/>.



395 Seneca Street
Oil City, PA 16301
814-677-4800

www.northwestpa.org/government-contracting