1,991 Entrepreneurs & small business owners consulted
11,155 Consulting hours delivered
110 Training events delivered to 1,451 Attendees

Veteran Status
14% Veterans
18.2% Service-Connected Disabled Veterans

Business & Economic Outcomes

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>5 Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jobs created and saved</td>
<td>8,477</td>
<td>30,155</td>
</tr>
<tr>
<td>Gov’t Contracts acquired (＃)</td>
<td>7,268</td>
<td>20,096</td>
</tr>
<tr>
<td>Gov’t Contracts acquired ($)</td>
<td>$520M</td>
<td>$1.63B</td>
</tr>
<tr>
<td>Includes:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Small Disadvantaged-Owned*</td>
<td>$52.2M</td>
<td>$163.4M</td>
</tr>
<tr>
<td>Women-Owned</td>
<td>$226.3M</td>
<td>$358.2M</td>
</tr>
<tr>
<td>Service Disabled Veteran-Owned</td>
<td>$78.9M</td>
<td>$381.6M</td>
</tr>
</tbody>
</table>

*Data captured for federal reporting purposes

$9 Billion in contract awards
200,348 jobs created/saved

Client businesses have won $9B in contract awards since 1986, helping to create/save 200,348 jobs.
The Florida Procurement Technical Assistance Center (PTAC) was established in 1985 to help Florida businesses, large or small, that are interested in obtaining contracts with the Department of Defense (DOD), other federal agencies, state/local government agencies and government prime contractors.

Consulting, training, and information services are provided by Procurement Specialists who are trained and experienced in government contracting processes and requirements.

Strategically located in Florida, these specialists assist with marketing strategies, responding to bids and solicitations, obtaining certifications such as Federal 8(a) and State of Florida Minority Business Enterprise, and a range of other areas in government contracting.

**DIRECTORY**

- Pensacola .............................. 850.474.2528
- Fort Walton Beach ..................... 850.586.7809
- Tallahassee ........................... 850.599.4307
- Jacksonville ......................... 904.620.2476
- Orlando .................................. 407.420.4850
- Tampa .................................. 813.905.5800
- Clearwater ............................. 727.453.7200
- Fort Myers .............................. 239.745.3708
- Fort Pierce .............................. 772.462.4942
- Boca Raton .......................... 561.297.4232
- Fort Lauderdale ....................... 954.762.5241
- Miami .................................. 305.779.9230
- Statewide Manager .................. 850.898.3485

This Procurement Technical Assistance Center is funded in part through a cooperative agreement with the Defense Logistics Agency.

**Client Testimonials**

**OnesourcePCS, LLC, Pensacola**

“Before 2014 we didn’t know anything about the federal market space, and our consultant was instrumental in teaching us a lot. We learned about the 8(a) program, how to read contracts, bids, proposals, everything... After 15 months of pounding the pavement and developing those relationships, it happened. From there, experiencing the growth as quickly as we did was a major game changer for us.”

—Joselito Jonathan Llanera, CEO

**Globenet International Corporation, Miami**

“They [PTAC] provided guidance, they provided consulting, they provided mentoring, and helped us when we got stuck. We would raise our hands and, like a nice teacher, they helped us get from point A to B in a most efficient way... I would most definitely recommend the Florida PTAC at FIU to everyone, every entrepreneur, looking to tackle new challenges.”

—Ahmed Cruz, President

**Maryland Electric Co, LLC, Saint Cloud**

“The [PTAC at UCF’s] Reverse Trade Show is probably the best event that I’ve attended yet... Out of 28 different agencies and primes, I was able to interview with 11 of them, delivering my elevator speech and capabilities statement. Of the 11 companies or agencies I saw, 7 have contacted us to talk about doing business together... I was exposed to some of my dream clients – NASA, Boeing, Lockheed Martin – thanks to PTAC at UCF.”

—Rita Dancey, CEO

**United One Communications, Tampa**

“Karen [Krymski, PTAC specialist] has assisted me with obtaining my HUBZone certification, identifying a team of partners, and also growing my business. After being provided assistance from the Florida PTAC at USF, I was able to obtain several contracts.”

—Carl Chaisson, President/CEO