

2019 Prosperity Report

SERVICE SNAPSHOT



2,128

Entrepreneurs &
small business
owners consulted



11,059

Consulting hours
delivered



117

Training
events
delivered to

1,565 Attendees

Veteran Status



12.83%

Veterans

21.48%

Service-Connected
Disabled Veterans

BUSINESS & ECONOMIC OUTCOMES



Jobs

created and saved



Gov't Contracts

acquired (#)



Gov't Contracts

acquired (\$)

2019

7,798

5 Year

34,187

5,215

25,311

\$496M

\$1.9B

Includes:

Small Disadvantaged-Owned*

\$76,911

\$145M

Women-Owned

\$13.9M

\$331.3M

Service Disabled Veteran-Owned

\$59.2M

\$422.5M

*Data captured for federal reporting purposes

\$9.5 Billion
in contract awards

208,146
jobs created/saved

Client businesses have won \$9.5B in contract awards
since 1986, helping to create/save 208,146 jobs.



HELPING BUSINESSES GROW & SUCCEED

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.....	850.599.3407
Jacksonville	904.620.2053
Orlando	407.420.4850
Tampa	813.905.5800
Clearwater	727.453.7200
Fort Myers.....	239.745.3708
Fort Pierce.....	772.462.4942
Boca Raton.....	561.901.2588
Fort Lauderdale.....	954.205.1140
Miami.....	305.779.9230
Statewide Manager.....	850.898.3485

Client Testimonials



FL Solutions Formulated Lines, New Port Richey

[The Florida PTAC at PCED] helped us connect with possibly coming in as a subcontractor on some major government contracts and we also have two minor direct government contracts that we currently work with, but before we came here, we didn't know anything about that realm... She [FPTAC Specialist Yolanda Cowart] has helped me tremendously. She helped simplify it [government contracting] for me so I could understand it very well."

—Kristy Casillas Burchard, Owner



Eagle 6 Technical Services (SDVOSB), Orlando

2020 Veteran-Owned Small Business Person of the Year, U.S. SBA North Florida Winner

"It was time to make a major pivot. I needed help. I needed expertise on how I could scale up a company and identify the processes and systems necessary to do so. That's when I sought out the Florida PTAC. My consultant Steve South was superb. We laid out a game plan to get all the pieces I needed to have in place – employee hiring, insurance, worker's comp, payroll, benefits – to jump start my business. Then I did it."

—John Burns, Owner/President



TriOrb Solutions, St. Petersburg

[My FPTAC Specialist] Yolanda was a blessing in disguise for me. When I first started around seven years ago, I was clueless in a few things about creating a business or growing a business. Yolanda helped develop a business plan, strategic plan, and showed how to apply it to real-world scenarios. She gave me a few small milestones I needed to reach before my moving on to the next level... Since I started working with Yolanda, I've grown from local contracts to government contracts. Yolanda will continue to be a valuable asset to the growth of my company."

—Joseph Hall, President



Builders Enterprise, LLC, Saint Augustine

[Our FPTAC Specialist] Don Zavesky has been an incredible resource: from his one-on-one meetings, over the phone time spent, and video calls. He has played an instrumental part in ensuring that our business was set up correctly to receive our proper certifications. He is always willing to help and goes above and beyond what is asked!"

—Stephen Bradshaw, Owner



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

FPTAC.org