

2020 Prosperity Report

SERVICE SNAPSHOT

 **2,232**
Entrepreneurs & small business owners consulted

 **10,640**
Consulting hours delivered

 **73** Training events delivered to

3,601 Attendees

Veteran Status



12.0%
Veterans

16.7%
Service-Connected Disabled Veterans

BUSINESS & ECONOMIC OUTCOMES



Jobs
created and saved

2020
6,727

5 Year
35,648



Gov't Contracts
acquired (#)

18,583

40,375



Gov't Contracts
acquired (\$)

\$448M

\$2.0B

Includes:

Small Disadvantaged-Owned*

\$14.4M

\$115.2M

Women-Owned

\$77.5M

\$370.4M

Service Disabled Veteran-Owned

\$88.3M

\$385.6M

*Data captured for federal reporting purposes

\$9.5 Billion
in contract awards

214,873
jobs created/saved

Client businesses have won \$9.5B in contract awards since 1986, helping to create/save 214,873 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.....	850.739.2516

Client Testimonials



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



TAC Commercial Moving, LLC, Clearwater

“[My PTAC Specialist] Yolanda Cowart has been with us all along the way. She showed us where the opportunities were and what we needed to do to register for them. [Yolanda’s help] is probably one of the biggest reasons why we’re still so successful. Those opportunities that we did not know about came through the Florida PTAC, specifically through Yolanda.”

—Tom Camera, Owner



PTY Contractors, LLC, Jacksonville

For anyone looking to start contracting with the government, “Seek guidance from the Florida PTAC. I’m serious. They walked me through everything. I truly appreciate the patience, trust, honesty, and friendship... They helped me through the entire concept – from start to where I am now.”

—Erica Postway, President



Think IT Ai, St. Petersburg

“Every bid we were going after was just all over the place. [Our local PTAC Specialist] sat us down. She helped us create a bid package and it really allowed us to maximize our time. Just that alone probably saves us 20 hours a week. We particularly enjoy the contracting seminars that are offered at the Florida PTAC at Pinellas County Economic Development office. There’s a lot of good, basic information in those classes that’s very valuable to our organization. We have grown our business from two guys sitting in a coffee shop to about eight full-time employees. We’re also working starting to work with customers like the FBI, Hillsborough County, and we have a special focus on smart city initiatives.”

—Gary Lowe, CEO



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→ [FPTAC.org](https://www.fptac.org)