



**Testimony by Holly L. Anderson**  
**In Support of SB 2018 Funding for the North Dakota Procurement Technical Assistance Center (PTAC)**  
**to the House Appropriations - Education and Environment Division Public Hearing**  
**March 11, 2021**

Good morning Mr. Chairman and Committee members.

My name is Holly Anderson, and I am the owner and CEO of Elinor Coatings, a research and development company in Fargo that provides corrosion and surface protection solutions to the Department of Defense. Thank you for the opportunity to provide my input on SB 2018. As a business owner who has received direct advising from the North Dakota Procurement Technical Assistance Center (ND PTAC), I urge your continued support for funding of the program.

ND PTAC provides no-cost procurement and contracting assistance to North Dakotans who want to do business with local, state and federal agencies. Navigating the complex government contracting environment without proper guidance can lead to costly mistakes in time and money for a business owner.

In 2020, North Dakota entities held contracts from The Department of Defense valued at \$260,989,826. In 2020, the Department of Health and Human Services increased contracts in North Dakota nearly \$85 million from the year before to \$251,652,705. ([www.usaspending.gov](http://www.usaspending.gov)) PTAC is helping our state grow new business sectors, create high-paying skilled jobs and increase North Dakota's share of the \$1.485 trillion in discretionary funding spent by the federal government annually.

Having knowledgeable and no-cost support from PTAC has been extremely valuable to Elinor Coatings. We recently secured two multi-year Department of Defense research contracts to develop anti-corrosion coatings for air and ground vehicles for the Air Force and Army. These contracts have resulted in seven additional highly-skilled employees at Elinor laboratories and two open positions we are seeking to fill.

The state and local PTAC have been very helpful to Elinor Coatings in several ways. Cathy Lindquist at PTAC Fargo has assisted us with our registration on the Federal System for Awards Management (Sam.gov), searching for opportunities, qualifying for HUBZone, navigating the Federal invoicing website, and finding information to stay compliant in cybersecurity and federal acquisition regulations (FARs). We take advantage of webinars and online materials the PTAC offers regularly. We consistently get same-day answers to our questions from our PTAC office.

Funding of PTAC is currently provided by the Department of Defense's Defense Logistics Agency on a 60/40 basis with the 40% state match being funded by the ND Department of Commerce through the momentum/discretionary budget line. Please support business owners like me all around our great state by proposing increased funding for the ND PTAC.

Respectfully,

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