



Senate Appropriations Committee

SB 2018
January 25, 2021

Mr. Chairman and members of the committee. My name is Dave Kleppe, Program Manager of the North Dakota Procurement Technical Assistance Center. The Procurement Technical Assistance Center (PTAC) program is hosted by the University of North Dakota's Center for Business Engagement and Development (led by Tiffany Ford) within the Nistler College of Business and Public Administration. Federal program funding is provided by the Department of Defense's Defense Logistics Agency (DLA) with match funding provided by the North Dakota Department of Commerce (DOC).

The program was established in 1985 to expand the number of businesses capable of participating in government contracts. It is administered by DLA's Small Business Programs in cooperation with the states, local governments and nonprofit organizations. Under the program, PTACs help businesses pursue and perform in contract awards with the Department of Defense, other federal agencies, state and local governments and also subcontracting with government prime contractors. Most of the assistance the PTACs provide is free. PTAC support to businesses includes registration in procurement systems such as the federal System for Award Management (SAM), identification of contract opportunities, help in understanding contracting requirements and in preparing and submitting bids. PTACs have a local presence in all

50 states. The North Dakota PTAC currently operates with two full-time positions: a PTAC Advisor located in Fargo and a Program Manager located in the Entrepreneur Center at the Bank of North Dakota.

The federal PTAC program provides 60% federal funding with a 40% state match. For the past several years the required state match has been provided by the Department of Commerce from within their discretionary funds line. Without the required state match funds, the ND PTAC program will cease to exist. While the amount of the state's investment is small, the economic impact of this program is not. During state fiscal years 2019 and 2020, the ND PTAC assisted 373 small and large North Dakota businesses. Many of them have been successful in the government marketplace and have been awarded more than \$169 million in government contracts, meaning diversification of revenue streams, creating jobs in our state, and positively impacting our communities.

We have a very good working relationship with DOC. Without the matching funds DOC provides, there would be no North Dakota PTAC program to assist our businesses in navigating the complex path involved with government contracting. Thank you for your time.


Handouts:

-ND PTAC Impacts/Information Sheet



NORTH DAKOTA PROCUREMENT TECHNICAL ASSISTANCE CENTER


Government Contracting Assistance



Impacts

July 1, 2018- June 30, 2020


- 373 Clients
- Federal contract awards:
 - \$169.2 Million – all clients (977 awards)
 - \$160.8 Million – only DLA active clients (848 Awards)
- 45 Training events
- Program ROI is \$860 in contracts for every state dollar invested
- 54:1 Benefit-cost ratio per biennium



Benefits

of the ND PTAC

- Strengthening ND businesses by providing individualized training and one-on-one advising to prepare them for selling their goods and services to local, state, and federal government agencies
- Diversifying local company revenue streams by leveraging access to the government marketplace
- Boosting state and local economic activity by helping ND businesses navigate the complex contracting process
- Assisting ND MAIN STREETS to reach out for nationwide opportunities
- Increasing qualified sources and competition for government buyers; creating better value for the military, government agencies, and the American taxpayer



Funding Structure

Federal & State/Local Match

- For FFY 2021, the Defense Logistics Agency (DLA – DoD) provided for a 60/40 match of federal funds to state/local matching funds
- Matching funds for the ND PTAC are provided by the ND Department of Commerce




Purpose

DLA - DOC - UND

To expand the number of businesses capable of participating in government contracts with local, state and federal agencies and also with prime contractors.

Our values are:

- Collaboration
- Integrity
- Accountability
- Patience



Collaboration

Service Partners

PTAC is a partnership between the Federal Government (U.S. Department of Defense, Defense Logistics Agency), State of North Dakota (Commerce Department) and North Dakota University System (University of North Dakota). We collaborate with the U.S. Small Business Administration, area military bases and other resource partners to teach businesses what they need to know about government contracting.

Recent Collaborative Events include:

- Tri-state procurement webinar (monthly)
- Jamestown Regional Entrepreneur Center Women’s Business Summit
- North Dakota Government Procurement Fair in Minot (100+ businesses)
- What is beta.SAM (United Tribes Technical College)
- Air Force Industry Day at Capitol Building involving Minot, Grand Forks and Ellsworth, SD Air Force bases
- Assisted DOC with National Defense Industrial Association event held in Grand Forks and Fargo
- SBIR Road Show in Fargo
- Northrop Grumman Corp. Cybersecurity workshop in Grand Forks





NORTH DAKOTA PROCUREMENT TECHNICAL ASSISTANCE CENTER

Government Contracting Assistance



Client Testimonial

*Masfique Mehedl, Ph.D.
VIRVAC, LCC*

I am thankful for the ND PTAC staff for guiding us to get SAM registration. I am grateful to them for providing an **outstanding effort**. They helped me every step of the application process. I highly recommend ND PTAC.



GREENSTONE
CONSTRUCTION

Greenstone Construction

Justin Lindteigen, Owner

Founder and President of Greenstone Construction, Justin Lindteigen, passion for construction began at an early age. He spent endless hours in his Grandpa's woodworking shop when he was little. After his time in the North Dakota National Guard and Iraq, Justin brings military discipline, respect, and integrity to every project.

Since 2014, Greenstone Construction has been using the North Dakota Procurement Technical Assistance Center (ND PTAC) services and guidance. "We are always looking for new contracting opportunities and the PTAC bid match helped our team identify multiple contract opportunities for our businesses to succeed. PTAC helped us identify a project opportunity to build a new communications tower for the North Dakota National Guard," Justin explained.

With the help of ND PTAC, Greenstone Construction was able to secure contract awards. Aside from just using our bid match services, Greenstone has received ND PTAC assistance and helped them through their SAM registration, researching government markets, navigating through regulations, and they have opened doors to other procurement and contract officers.



MonDak Portables

Rick Rogers, Owner

MonDak Portables provides portable restroom rentals for a variety of different occasions like worksites, public and community gatherings, sporting events, and parties. Aside from just portable restroom rentals, they also provide portable handwashing stations and heated trailers.

Since becoming a client in 2017, Dave Kleppe, ND PTAC program manager, has been able to help MonDak Portables receive close to \$1.5 million in Federal awards. These awards have allowed them to retain twenty jobs and generate an additional three. Rick Rogers, the owner of MonDak Portables, described his experience with ND PTAC as,

"We were looking to get into government bidding and had done our research and were still very confused on where to start. A business associate of ours told us about the ND PTAC office, so we researched them out and ran into Dave Kleppe in the Bismarck office. He helped us get registered in SAM and showed us bid match and we started looking for opportunities that matched our business. From there we found the opportunity we needed to bid on the WAFB contract and were awarded the 2-year contract."



Client Testimonial

*Timothy L. Kreft, Chief Appraiser
AgCountry Farm Credit Services*

The ND PTAC team walked me through the SAM registration, and it was **extremely beneficial** to learn the necessary steps as it saved me a great deal of time and effort. I **greatly** appreciate the assistance from the ND PTAC staff.