



New Year's Action Items

The beginning of the year is the perfect time to review and update business items such as:

- Certifications and registrations
- Business plans and
- Capability statements.

Certifications and registrations such as the System for Award Management (SAM), and the Vet Biz Verification for Veteran and Service-Disabled Veteran-Owned Businesses have expiration dates, so it is essential to pay attention to when you may need to submit renewals to keep your accounts current.

A business plan provide a set of priorities, establishes goals, measure performance and takes an objective look at what you are doing and why. At the very least, a business plan is needed to raise capital and secure bank loans. More information is available at: www.sba.gov/businessguide/plan/write-your-business-plan-template.

If you have any questions about updating any of your documents, contact your PTAC Counselor.

Disaster Response - Doing Business with FEMA

When natural disasters or national emergencies occur, supplies and services need to be rushed to affected areas quickly. Small businesses can contract with the federal government to assist in relief and recovery efforts following a major disaster. With the winter storm season upon us working with FEMA may be a good opportunity for your business. For more information about working with FEMA visit the website at:

www.sba.gov/disaster-assistance/disaster-response-contracts

BUSINESS SCAMS

If you own a small business, you spend a lot of time and effort making sure the organization works well. When scammers go after your organization, it can hurt your reputation and your bottom line. Your best protection? Learn the signs of scams that target businesses, then inform your employees and colleagues.

- Scammers' Tactics

- How Can I Protect My Business?
- Common Scams that Target Small Business
- Learn
- Report
- Engage

Review the below link from the Federal Trade Commission about what to look for and how to avoid scammers:

[Small Business Scams](#)

Remember: Your best defense is an informed workforce!

Government Shutdown Fact Sheet

Since 1976 the government has now shut down a total of 21 times since Congress introduced the Congressional Budget and Impoundment Control Act, which established the federal budget process.

- Gerald Ford was the first president to implement a shut down for a total of 10 days.
 - Under the Carter administration the government was shut down a total of 57 days during his four years in office.
 - Since 1976 every administration except for George W. Bush has had a government shutdown or "funding gap" during their presidency.
 - In total since 1976 there have been 19 shut downs or "government funding gaps"
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Save the Date - April 25-26, 2019! DoD New England Region Matchmaker

The annual Department of Defense Northeast Region Council Matchmaker is planned for April 25-26, 2019 at the DoubleTree by Hilton in Portland, ME.

This event is an excellent opportunity to gain face time with federal agency and prime contractor buyers. This event only happens once a year so be sure to save this date on your calendar now! **Registration information coming soon.**

Upcoming Webinars

The PTAC subscribes to Govology, a Government Contracting webinar service and our subscription benefits you!

Seven Steps to Federal Business

January 17, 2019 1:00-2:30pm

In this course, we'll share a seven-step road map to growing your federal business. You will learn how to assess whether (and when) federal contracting is right for your business and will come away with a systematic plan to help you decide what to do next. ...

Exploring the Government Market for your Small Business

January 24, 2019 1:00-2:30pm

This workshop provides a "Big Picture" view of how small businesses can take advantage of and benefit from government market opportunities. ...

How Do We Drive Down Overhead

January 31, 2019 1:00-2:30pm

This webinar will help you determine if your overhead costs are too high, and what actions you can take to drive down your overhead. ...

If you are interested in watching please contact your PTAC counselor.

Upcoming Events and Workshops

Navigating Bid Match

Thursday, January 17, 2019 9:00am - 11:00am

RI Commerce Corporation

315 Iron Horse Way, Suite 101 Providence, RI

- How to submit the keywords, phrases, and product codes that best describe your business.
- Learn about the common errors - keyword misspellings and pluralization's, wildcards, proximity statements, exclude statements, and many other issues that can be added or deleted to your search profiles to produce the most accurate results possible.

GSA Update

Thursday, January 31, 2019 10:00am - 12:00pm

RI Commerce Corporation

315 Iron Horse Way, Suite 101 Providence RI

Jerry D. Smith, Director, GSA New England Region Office of Small Business Utilization will give an update on how GSA schedules are transferring, GSA forecasting and other changes within the agency. Q & A to follow presentation.

Register at : <https://riptac.ecenterdirect.com/events>

Contact Us