

# 2018 Prosperity Report

## SERVICE SNAPSHOT

 **1,991**  
Entrepreneurs & small business owners consulted

 **11,155**  
Consulting hours delivered

 **110** Training events delivered to **1,451** Attendees

### Veteran Status



**14%**  
Veterans

**18.2%**  
Service-Connected Disabled Veterans

## BUSINESS & ECONOMIC OUTCOMES



**Jobs**  
created and saved

2018  
**8,477**

5 Year  
**30,155**



**Gov't Contracts**  
acquired (#)

**7,268**

**20,096**



**Gov't Contracts**  
acquired (\$)

**\$520M**

**\$1.63B**

*Includes:*

**Small Disadvantaged-Owned\***

**\$52.2M**

**\$163.4M**

**Women-Owned**

**\$226.3M**

**\$358.2M**

**Service Disabled Veteran-Owned**

**\$78.9M**

**\$381.6M**

\*Data captured for federal reporting purposes

**\$9 Billion**  
in contract awards

**200,348**  
jobs created/saved

Client businesses have won \$9B in contract awards since 1986, helping to create/save 200,348 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 .....	904.620.2476
Orlando .....	407.420.4850
Tampa .....	813.905.5800
Clearwater .....	727.453.7200
Fort Myers.....	239.745.3708
Fort Pierce.....	772.462.4942
Boca Raton .....	561.297.4232
Fort Lauderdale.....	954.762.5241
Miami.....	305.779.9230
Statewide Manager.....	850.898.3485

## Client Testimonials



### OnesourcePCS, LLC, Pensacola

“Before 2014 we didn’t know anything about the federal marketplace, and our consultant was instrumental in teaching us a lot. We learned about the 8(a) program, how to read contracts, bids, proposals, everything... After 15 months of pounding the pavement and developing those relationships, it happened. From there, experiencing the growth as quickly as we did was a major game changer for us.”

—Joselito Jonathan Llanera, CEO



### Globenet International Corporation, Miami

“They [PTAC] provided guidance, they provided consulting, they provided mentoring, and helped us when we got stuck. We would raise our hands and, like a nice teacher, they helped us get from point A to B in a most efficient way... I would most definitely recommend the Florida PTAC at FIU to everyone, every entrepreneur, looking to tackle new challenges.”

—Ahmed Cruz, President



### Maryland Electric Co, LLC, Saint Cloud

“The [PTAC at UCF’s] Reverse Trade Show is probably the best event that I’ve attended yet... Out of 28 different agencies and primes, I was able to interview with 11 of them, delivering my elevator speech and capabilities statement. Of the 11 companies or agencies I saw, 7 have contacted us to talk about doing business together... I was exposed to some of my dream clients – NASA, Boeing, Lockheed Martin – thanks to PTAC at UCF.”

—Rita Dancey, CEO



### United One Communications, Tampa

“Karen [Krymski, PTAC specialist] has assisted me with obtaining my HUBZone certification, identifying a team of partners, and also growing my business. After being provided assistance from the Florida PTAC at USF, I was able to obtain several contracts.”

—Carl Chaisson, President/CEO



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➔ [FPTAC.org](http://FPTAC.org)