



May 2020 Newsletter



Tip of the Month:

Doubling Down On The Government Marketplace May Save Your Business

As the Coronavirus pandemic continues to wreak havoc on many businesses, the government is still spending money. History has shown us that in times of recession, the Federal government spends even more money than usual in hopes of reviving the economy. Take the so-called "Great Recession" of 2008, for example. In response, the government passed the [American Recovery and Reinvestment Act of 2009](#), an \$800 billion stimulus package designed to save jobs and boost the economy. Some federal contractors did not only survive "The Great Recession" but had their best years ever. Unfortunately, many businesses on the outside of the Federal market struggled to stay afloat.

On March 27th, 2020, the Federal government passed the [Coronavirus, Aid, Relief, and Economic Security Act, also known as the Cares Act](#), thus providing an unprecedented \$2.2 trillion in stimulus funding with more in the works. Much of the news regarding this stimulus funding has been around SBA loans and direct payments to individuals, which is not surprising since it affects the larger part of the population. But what the news media failed to mention are the provisions in the Act to keep the government contracting base stable (check out the recommended readings below for details). Have you heard the recent talks about an infrastructure spending bill to further boost the economy? If you have anything to do with construction - you are in luck. Opportunities may be knocking on your door sooner than you think, of course assuming you've already positioned yourself as a reliable and trustworthy contractor.

So, what does this mean for you?

The Federal marketplace is not a lifeboat - you don't reach for it when your business is about to go down. You have to get your foot in the door in good times so it will be there for you when things get bad. And they will. Recession is a natural economic phenomenon that has many triggers, so the question is not "IF" it's coming but "WHEN."

If you've been enjoying success in the commercial sector - that's great. But you're leaving yourself exposed to the harmful effects of a recession. The demand in the commercial sector depends mainly on consumer spending, which tends to dry up in bad economic times. To protect your business, you should diversify your revenue streams, and what's a better way to do it than federal contracting? The demand in the Federal marketplace depends entirely on federal spending, which tends to spike when the economy tanks.

Yes, federal contracting is not a piece of cake. It can be complicated and even frustrating at times. But there are people who can help you figure it out and become successful at winning government contracts. Reach out to your PTAC and schedule a counseling session, if you have not done this in a while. It's your choice, are you going to be a player or a spectator?

PTAC News You Can Use:

[A Rising Tide Lifts All Boats](#), but you need to be in the water ready to sail.

If you're reading this article, you have likely been working with your local PTAC and have your boat in the water, but is it seaworthy and ready to sail? If you need a "ready for sea" inspection, contact your local PTAC. Your PTAC counselor will help you get prepared not only for increased federal spending but also for state and local opportunities as the CARES act is providing \$150 billion in aid to states with proposals for increased infrastructure spend on the table. Finally, your PTAC counselor can also provide you with tips on accessing opportunities as a subcontractor with established prime contractors. The fourth quarter is soon approaching, money is flowing from federal, state, and local agencies, and FY2020 is poised to be a record year for federal spending.

Webinars

Contact your local PEDCO PTAC Counselor for the FREE code.



Laying the Foundation of Government Contract Accounting

Date: May 5, 2020

Time: 1:00 pm EDT

Instructors: Robert Jones and Melissa Metzger

[Click Here to Learn More](#)



Essential FAR Performance Clauses for Federal Construction Contractors

Date: May 14, 2020

Time: 1:00 pm EDT

Instructor: Maria Panichelli

[Click Here to Learn More](#)



Fundamentals of Indirect Rates

Date: May 26, 2020

Time: 1:00 pm EDT

Instructors: Robert Jones and Melissa Metzger

[Click Here to Learn More](#)



Putting the CMMC in Terms Everyone Can Understand

Date: May 28, 2020

Time: 1:00 pm EDT

Instructor: Dr. John W. Horn

[Click Here to Learn More](#)

PEDCO PTAC Calendar of Events:

The PEDCO PTAC works with many resource partners and the following link can be bookmarked, to [view new training events](#) that are posted (from time to time), before the next issue of the monthly newsletter.

Upcoming Events at a Glance:

Event Cancellation

Native Business Empowerment Workshop

June 9 – 10, 2020

Michigan

Due to travel and health-related concerns in regard to COVID-19 (novel coronavirus), the Empowerment Workshops have been postponed until further notice. Please check-in [at this site](#) for rescheduled trainings.

Recommended Reading & Resources:

Government contracting attorney Maria Panichelli provides a breakdown of the government's efforts under the Cares Act to keep certain employees of government contractors paid and at the ready. [Click here](#) to read the full article at the Govcon Examiner blog.

[Click here](#) to read the latest updates from the smallgovcon.com blog page dedicated to COVID-19.

Government Memorandums and resources pertaining to the CARES act and federal contracting relief related to the Coronavirus pandemic:

[Click here](#) to read OMB Memorandum: M-20-18: Managing Federal Contract Performance Issues Associated with the Novel Coronavirus (COVID-19).

[Click here](#) to read OMB Memorandum: M-20-22: Preserving the Resilience of the Federal Contracting Base in the Fight Against the Coronavirus Disease 2019 (COVID-19).

[Click here](#) to read DoD Memorandum: Class Deviation Cares Act Section 3610 Implementation.

[Click here](#) to read SBA Federal Contracting Guidance For Small Businesses Impacted By COVID-19.

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and invite them to subscribe.**

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About Your PEDCO PTAC

PEDCO PTAC (Procurement Technical Assistance Center) is a Native American sponsored organization whose purpose is to assist Mid-West Native American businesses in applying for, and winning, government procurement contracts. With a focus on opportunities and incentives that are available exclusively to Native American businesses, the PEDCO PTAC provides individualized counseling, technical assistance, marketing assistance and training to our clients. And this service is COMPLETELY FREE to qualifying NATIVE AMERICAN businesses.

How we can help your business:

- Creating awareness of incentive programs for Native American businesses
- Identifying agencies that purchase your goods and/or services
- Assisting in registering your company for bid eligibility
- Helping businesses develop a marketing plan
- Providing daily bid opportunities
- Providing sub-contracting opportunities
- Assisting in fulfillment of government procurement contracts

To learn more about the PEDCO PTAC, and the ways in which we can help Native American businesses succeed in obtaining government contracts. Contact the PEDCO PTAC Program Manager, [Darren Osborne](#).

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