

# Native American Development Corporation

- **NADC PTAC Host Organization**
- **Mission: “Provide ‘hands-on’ technical and resource assistance to American Indian owned businesses in the areas of loan packaging and federal contracting”**
- **Programs/Services:**
  - **Native CDFI Certified Loan Fund**
  - **Housing Assistance: Getting ‘loan ready’ to include homebuyer education.**
  - **Plans to expand into housing project development.**
  - **Financial Literacy on surrounding reservation communities.**
  - **Partner with other emerging Native CDFI’s**
  - **Participation Lending**
  - **Loan Packaging**
  - **NADC PTAC**

# **NADC-PTAC**

**Native American Development Corporation  
American Indian Procurement Technical  
Assistance Center**

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## **Who Are We?**

# NADC PTAC

- **Native American Development Corporation entered into a Cooperative Agreement with the Defense Logistics Agency to form an American Indian Procurement Technical Assistance Center (AIPTAC) to provide hands-on TA in the government contracting arena to reservation-based businesses in the following two (2) BIA Regions**

# NADC-PTAC Goals

- **BIA Rocky Mountain and Great Plains Regions**
  - Provide reservation-based American Indian businesses with technical assistance
  - Provide tools to obtain & perform under federal, state, local and tribal government contracts.
- **Mission**
  - Maximize the # of capable American Indian companies on Reservations by:
    - Creating and retaining jobs on reservations
    - Increasing capacity of existing businesses
    - Providing quality products/services to government entities

# What is PTAC?

## PTACs

- **Currently, 93 PTAC's form a nation wide network with over 250 local offices**
- **6 of which are American Indian PTAC's (AIPTAC's)**
- **PTACs are the bridge between buyer and supplier**

# NADC PTAC Headquarters:

2722 3<sup>rd</sup> Ave. N., Suite 250

Billings, MT

Ph: 406-294-7994 Fax: 406-259-4569

- Leonard Smith, *Program Manager*
- Mary Walks Over Ice, *Supervisory Procurement Specialist*
- Shawn Ironmaker, *Accounts Manager*

# NADC PTAC

## NADC PTAC Satellite Centers:

- **Lori Haozous, Procurement Specialist**
  - **Great Falls, Mt**
  - **406-761-4335**
  - **War Shield Development**
- **Eric Bruguier, Procurement Specialist**
  - **In partnership Ft. Peck Tribes**
  - **406-768-2318**

**Planned expansion for a Field Office located in the  
Dakotas**

# What Are Satellite Centers?

- **Local contact for small businesses**
  - PTAC assistance & information
  - Intake and initial counseling
- **Provide assistance as part mission & staff.**
- **Goal - assure that clients get accurate & appropriate information.**



# What Can Procurement Technical Assistance Centers (PTAC's) Do?

- Provide free one-on-one assistance
- Assist businesses with:
  - How to become NADC PTAC Client
  - Basic requirements for government contracting
  - Registrations & certifications
  - Marketing to federal agencies and government contractors
  - Bid matching and forecasted contract opportunities
  - Technical assistance and training
  - Facilitating partnerships

# What PTAC 's Do cont'd

- **Assist businesses with (cont'd):**
  - FedBizOpps
  - Product & service codes
  - NAICS codes
  - SB size standards
  - Price preference & set aside programs
  - Federal SB incentives and set-aside programs

# Eligibility for NADC PTAC services

- 51% Native-owned, individual or tribal enterprise
- A for profit business or enterprise
- Located on a federally recognized reservation in the Rocky Mountain or Great Plains Regions.
- Be in business a minimum of 1 year

# Strategies for 2011-2012 FY

- **Industry Days**

- **Facilitate one-on-one meetings with Government Contractors in specific industries for reservation-based businesses.**
- **One per quarter per state (MT, ND, SD, WY)**
- **Construction, IT, Manufacturing, Services**

# Strategies for 2011-2012 FY

- **Outreach (6)**

- **Federal Agency focused for contract opportunities**
- **Matchmaking Sessions**
- **Training (CCR, HUBZone, 8A and GSA Schedule applications, Project Management, Contract Administration, Budget and Financial Management)**

# Strategies for 2011-2012 FY

- **Web Based Distance Training**
  - In partnership with tribal and educational facilities
  - Provide distance training (Marketing, Financial, Project Management, Government Vehicles – 8a, HUB, etc.)
  - Provide counseling sessions through web based service
  - Interactive

# Strategies for 2011-2012 FY

- **Procurement Conference**
  - **NADC PTAC will participate in the annual NADC Conference – Matchmaking Sessions and Client Training**
  - **Efforts throughout year to prep Native owned Small Businesses for contracting opportunities at conference**

# How to contact us:

**Leonard Smith, Program Manager,  
NADC PTAC**

**2722 3<sup>rd</sup> Ave. N., Suite 250**

**Billings, MT 59101**

**Ph: 406-294-7994**

**Fax: 406-259-4569**

**[lsmith@wtp.net](mailto:lsmith@wtp.net)**

