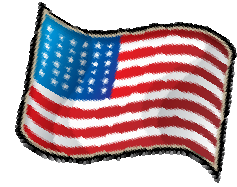


PTAC Bulletin



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Volume I, Issue I

January-February 2008

Letter from the Editor

Happy New Year! Thanks to those who have reported their contract awards since July 1, 2007! Seven businesses have reported contracts totaling \$169,715,463 creating 29 new jobs and retaining 112.

In this New Year, here are tips for building strategic government contracting relationships:

- * Take advantage of training in your field to increase your expertise, contacts, and contracts - plan to attend our upcoming "How to Do Business" workshop on February 20th!

- * Find a mentor who has successfully worked through the government contracting process - one example: the Department of Defense has a Mentor-Protégé program that many large business government contractors participate in with small business protégés; other government agencies have similar programs.

- * Start an informal networking group with other government contractors - attend upcoming Central IL Supplier Development quarterly meetings, the ADM Round Table, and other events

listed in our newsletter to meet other small businesses.

- * Attend industry trade shows to network with buyers from the government and private sector -



ment agencies and large prime contractor and other small businesses - contact your IL PTAC for government agency and prime contractor contact names and information.

- * Work with your IL PTAC to request Proximity pricing histories, government and large business contact names, military and commercial specifications, and other technical assistance tools.

Best wishes for increasing success in 2008!

Sincerely,

Susan Gorman
PTAC Director

save the date for our upcoming Heart of IL Trade Fair on October 3, 2008, at the Interstate Center in Bloomington.

- * Partner with prime contractors as subcontractors.

- * Create and maintain a government contact list and keep in regular contact with buyers and purchasing specialists at govern-

January's Workshop

Due to the lack of expected turn-out, the IL PTAC Workshop Series XI: "How to do Business with the PHA, City of Peoria & River City Construction..." was postponed to a later date.

We apologize to those who had already registered and were anticipating this presentation. We would also like to



apologize to our presenters who were anticipating this

event as well. We appreciate your patience and support.

The new date for this workshop will be February 20th, 2008. Classroom materials and refreshments will be provided. The fee for the workshop is \$35 per guest. With this new date we hope more individuals will be able to attend.

New Year, New Laws Take Effect

We at PTAC would like to remind all of those interested parties in the construction industry about the new **Employee Classification Act**, which took effect on January 1, 2008. Below is an excerpt from a letter from the Department of Labor describing the law:

“This new law, which was passed by the General

Assembly and signed by Governor Blagojevich last summer, seeks to ensure *“...Seeks to ensure that workers in the construction industry are offered protection...”*

that workers in the construction industry are offered protections under numerous labor laws, including minimum wage, overtime, unemployment insurance and workers’ compensation and

are not misclassified as independent contractors in order to avoid tax and labor law obligations.”

If you care for more information or would like a copy of the letter, please contact the PTAC office at 999-4592

Schedule of Events

- Feb. 20th—PTAC Workshop, Perley Building Downtown Peoria, 8am-12:30pm, \$35
- Feb. 6th—Ameren Supplier Diversity Symposium, St. Louis, Missouri
- Feb. 26th—Rockwell Automation Supplier Diversity Symposium, Milwaukee, Wisconsin
- Mar. 6—John Deere Supplier Diversity Symposium, Moline, Illinois
- Mar. 13—Central Illinois Manufacturing & Technology Roundtable, Decatur, Illinois
- Oct. 2-3—Heart of Illinois Trade Fair, Bloomington, Illinois
- Oct. 26-29- National Minority Supplier Development Council (NMSDC) Conference & Business Opportunity Fair, Las Vegas Convention Center, Las Vegas, Nevada
- April 17—Alliant Energy Supplier Diversity Symposium, Madison, Wisconsin
- April 17—Partners for Profit Trade Fair, Green Bay, Wisconsin, April

February 2008

Sun	Mon	Tue	Wed	Thu	Fri	Sat
					1	2
3	4	5	6 Ameren Supplier Diversity Symposium	7	8	9
10	11	12	13	14	15	16
17	18	19	20 PTAC “How to do Busi- ness with...” Workshop	21	22	23
24	25	26 Rockwell Auto- mation Supplier Diversity Sym- posium	27	28	29	



IL PTAC Presents: Workshop Series XI: “How to do Business with the City of Peoria, Peoria Housing Authority and River City Construction...”

THE ILLINOIS
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“How to do business with...” Presentations by:
Peoria Housing Authority
City of Peoria
River City Construction

Financial Presentations include:
National City Bank
Small Business Administration



Classroom Materials and Re-
freshments are included for this
event

Wednesday, February 20th, 2008
Perley Building, Suite 203
Downtown Peoria

8:00 a.m. – 8:30 a.m.

Registration, Networking and Refreshments

8:30 a.m. – 12:30 p.m.

Workshop

This event is sponsored by:



JM Industrial

THE ILLINOIS PROCUREMENT
TECHNICAL ASSISTANCE CENTER
AT ILLINOIS CENTRAL COLLEGE

115 S.W. Adams Street
Perley Building, Suite 120
Peoria, IL 61602

Phone: 309-999-4592

Fax: 309-999-4538

E-mail:

stephanie.hiltsley@icc.edu

The fee for this workshop is \$35 per attendee.

To register, please fill out the registration form and either fax (309) 999-4538 or Email form to stephanie.hiltsley@icc.edu.

Please be advised that the price above does not include parking fees. Parking options include; street meter parking, or nearby garages such as the Niagara Parking Deck and Chase Bank Parking Deck. For more options please call Stephanie at 999-4592.

Registration Form

Event: IL PTAC Workshop, February 20, 8am-12:30pm

Attendee Names _____

Company Name _____

Your Email _____

Phone _____

Method of Payment:

Check made out to
PTAC _____

Visa

MasterCard

American Express

Credit Card # _____

Exp. date _____

Signature _____

TOTAL Payment of: \$ _____

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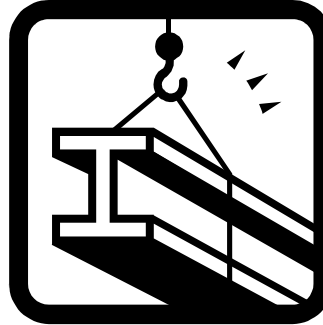
stephanie.hiltsley@icc.edu

We are on the Web!
www.icc.edu/ptac

Contracts Corner

As a recipient of federal funding, we must document our support to you. In order for us to continue to provide that support and continue to provide you with free services, it is necessary to collect certain data each month. If you have more than one Prime Contract and/or more than one Subcontract, you must complete a form for each contract. You can do this on our website at www.icc.edu/ptac and click the "Monthly Contracts Report" link.

Thank you in advance for your participation.



Moment of Inspiration

“Enthusiasm releases the drive to carry you over obstacles and adds significance to all you do.”

- Norman Peale

The IL PTAC at Illinois Central College, a co-located affiliate of the Heartland partnership, provides government contracting services to Central Illinois small businesses including manufacturers, engineers, and other businesses. Primary industries served include Manufacturing, Information Technology, Construction, and A & E Services and other Professional Services, and the IL PTAC assists them in selling their products and services to government and large business prime contractor markets.



Illinois
Central
College | PTAC
Procurement Technical Assistance Center

Is Something Missing?

Let us know! If there is anything you would like to see us include in our newsletter, let us know about it. Contact Stephanie MacMillan at (309) 999-4592 or email her at Stephanie.hiltsley@icc.edu. Thank you!