



# Government business is good for GROWING business.

Spanning 19-million acres of farms, forestry and woodlands, Indiana's 57,500 farms grow, produce and process some of the highest-quality products around the world. Who's buying these products? Among others, the government is. However, many farms and other agricultural businesses have never considered going after government contracts because of the misconception that it would be too difficult or that the government wouldn't be interested. In fact, there are several federal agencies that depend on the goods and services businesses like yours can supply—from food to soap to lotions and skin care. Government contracts ARE for you.

## Growing Indiana Agriculture

Just like traditional customers, government agencies need access to all types of products that are packaged, raised, processed and grown in the U.S. With the help of PTAC, we can ensure more goods are being supplied by Indiana and help connect farmers to government contracts.

The PTAC mission is simple: We help Hoosier businesses identify, compete for, and win government contracts. Our confidential counseling services and free workshops give you the knowledge and tools you need to sell your products or services to the appropriate government agencies. The Indiana PTAC is here to serve you!

### Top 5 Federal Agencies That Contract With Agricultural Businesses:

- Department of Agriculture
- Department of Defense
- Department of Justice
- Department of Veterans Affairs
- Department of Interior

# Here are a few of the ways PTAC can help:



## One-On-One Counseling

Our counseling staff works with you to identify and target local, state, and federal agencies and develop marketing strategies to get your foot in the door. From the first session, we will familiarize you with our offerings, help you determine if you want to pursue government contracting, and begin crafting a personalized government marketing strategy.



## Workshops and Events

We hold numerous training events and workshops throughout the year to help you better understand the contracting process. Take a look at our website to view a schedule of all upcoming events!



## Certifications and Registrations

Doing business with the government involves a complex maze of registrations...but we can help you navigate that! We can also help determine if you are eligible for any set-aside programs and assist in the certification process.



## Bid-Matching Service

We can automatically match your company's product or service with daily bid notices that show you exactly what the government is buying or planning to buy.



## Subcontracting Assistance

We can help identify subcontracting opportunities with major prime contractors, particularly those located here in Indiana.



## GSA Schedules

GSA Schedules are long-term, government-wide contracts that allow businesses to sell their products and services to government buyers. We help navigate these contracts and determine if it is appropriate for your business to register for the program.



## Product & Procurement Histories

We provide businesses with technical descriptions and relevant background information regarding products with national stock numbers (NSN).



## Regulations & Specifications

We guide businesses through local, state and federal government regulations, including Military Specifications (MIL-SPECs) and Federal Acquisitions Regulations (FAR).



## Proposal Preparation

While we can't write your proposal for you, we can assist you in understanding the solicitation and its requirements. We will review it as it evolves and offer recommendations to make it stronger and more accurate, giving you the best shot at success.

## Ready to get started?

We're here to help you out. Contact your regional PTAC counselor for more information or to schedule an appointment.

### 1. NORTHWEST

Diana Hunter  
219.214.2126  
[dhunter@iedc.in.gov](mailto:dhunter@iedc.in.gov)

### 2. NORTHEAST

Robert Warner  
260.458.4753  
[rwarner@iedc.in.gov](mailto:rwarner@iedc.in.gov)

### 3. CENTRAL

Nate Lofton  
317.607.0575  
[nlofton@iedc.in.gov](mailto:nlofton@iedc.in.gov)

### 4. SOUTH CENTRAL

Andrew Alexander  
812.340.4342  
[aalexander@iedc.in.gov](mailto:aalexander@iedc.in.gov)

### 5. SOUTHWEST

Jim Haddan  
812.340.5174  
[jhaddan@iedc.in.gov](mailto:jhaddan@iedc.in.gov)

### LEAD CENTER

Chris Jeffers, State Director  
317.903.7399, [cjeffers@iedc.in.gov](mailto:cjeffers@iedc.in.gov)  
Katelyn Colclazier, Program Manager  
317.431.1560, [kcolclazier@iedc.in.gov](mailto:kcolclazier@iedc.in.gov)

