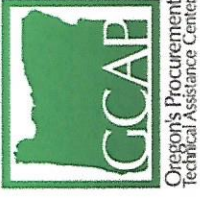


GCAP



The Government Contract Assistance Program Oregon's Procurement Technical Assistance Center

The Government Contract Assistance Program (GCAP) has delivered procurement technical assistance services to thousands of Oregon businesses since its inception in 1986. We have provided counseling and training leading to over a billion dollars in contract awards for our clients. GCAP is the only organization available to Oregon businesses that provides in-depth procurement counseling, technical training, and marketing assistance on government contracting.

From January 01, 2019 – December 31, 2020 (2 years)

GCAP services were delivered through:

- GCAP Counseled 1,976 different businesses
- Oregon Underserved Businesses (Woman-Owned, Minority-Owned, Rural, Distressed): 858
- Resulting in 9,036 counseling sessions

GCAP sponsored or participated training:

- 77 Workshops with topics including:
 - Basics of Government Contracting
 - GSA schedule & marketing
 - Marketing to Government
 - Proposal Development
- With 2,676 attendees

GCAP clients reported:

- 1,461 contract awards
- Valued at \$102,911,976



GCAP has counselors across Oregon

GCAP Helps Oregon Businesses:

- Understand the Government Marketplace
- Match capabilities with contract opportunities
- Obtain required registrations and certifications
- Understand the regulations, rules, and procedures
- Market goods or services to specific agencies

www.gcap.org

“GCAP continues to be a fantastic resource for Oregon businesses to work in the public marketplace”. – Vanport Marine

“SSA is a big fan of GCAP and hope to work closely with them in 2021. They have provided us with invaluable information and help” – Supply and Solutions Advisors

“If it wasn't for this GCAP program, mom and pop shops like mine are too intimidated to apply.” – Professional Autobody and Paint

“Great Service Everyone was very helpful” -- Portland Electrical Construction

“Such a valuable resource...and all representatives are so helpful! Thank you so much.” – Miffy's Foods

“Incredibly helpful and friendly. They want to see small business succeed in Oregon!” Teresa Parmale

“GCAP employees have been outstanding. I will support them as fully as possible as they have supported me throughout this unprecedented year” -- Beaver creek Studio

“...exceptional at reaching out to business owners who could benefit from their programs and services. Staff are very knowledgeable, dedicated and genuinely interested in assisting business owners land contract opportunities for which they could qualify. Exceptional team !!” -- Oregon Business Development Department

In the wake of Oregon's catastrophic 2020 fire season, GCAP received numerous requests for assistance from small businesses seeking debris removal contract opportunities.

Initially, we were told the contracts would be issued through the Army Corps of Engineers. Then we were informed that they would come from ODOT (through ORPIN, with FEMA guidelines). When the solicitations were posted, it became apparent these contracts would be far too large for many of our small business clients. Accordingly, we developed an email group list that we used to inform over 100 small businesses on how they could potentially participate in the debris removal work as a subcontractor.

With GCAP's assistance, many of our clients successfully contacted the large primes that had been awarded the various debris removal contracts. The assistance included identifying the prime contractors for the different regions, helping them create informative Capability Statements, and understanding how to interact with primes. We had several successful and thankful clients, and at least one even reported that, instead of a subcontract, they were offered a good job.



Photo from Oregonlive.com
Holiday Farm Fire 2020