GACO Services

California University of PA
Government Agency Coordination Office, PTAC
Government Agency Coordination Office (GACO)

- Procurement Technical Assistance Center (PTAC)
- Resource for businesses interested in selling products or services to federal, state and local government agencies
- Provide marketing and technical assistance related to government contracting
Government Agency Coordination Office (GACO)

- GACO is an economic development program operated by California University of PA
- Established in 1985 to assist businesses in western Pennsylvania with government contracting
GACO Office Locations

- California University of Pennsylvania
  250 University Ave, Box 20
  California, PA 15419
  Phone 724-938-5881, Fax 724-938-4575
  Email: wojcik@calu.edu

- Pittsburgh Satellite Office
  700 River Avenue, Suite 220
  Pittsburgh, PA 15212
  Phone 412-237-6098, Fax 412-237-6099
  Email: gacopso@earthlink.net
GACO Office Locations

- Slippery Rock University Satellite Office
  006 Eisenberg Classroom Bldg., Slippery Rock, PA 16057
  Phone 724-738-2346, Fax 724-738-2168
  Email: renee.decker@sru.edu
Funding for our program comes from the Defense Logistics Agency (DLA) and the Sarah Scaife Foundation

- Funded to assist businesses in Allegheny, Beaver, Butler, Greene and Washington counties
# PTAC Locations in Western PA

<table>
<thead>
<tr>
<th>PTAC</th>
<th>Contact</th>
<th>Counties</th>
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<tbody>
<tr>
<td>Government Agency Coordination Office (GACO)</td>
<td>Deborah Wojcik Phone: 724-938-5881 Email: <a href="mailto:wojcik@calu.edu">wojcik@calu.edu</a></td>
<td>Allegheny, Beaver, Butler, Greene and Washington</td>
</tr>
<tr>
<td>Southwestern PA Commission (SPC)</td>
<td>Dave Pinkosky Phone: 412-391-5590 x308 Email: <a href="mailto:dpinkosky@spcregion.org">dpinkosky@spcregion.org</a></td>
<td>Allegheny</td>
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<tr>
<td>Northwest PA Regional Planning &amp; Development Commission (NWRPDC)</td>
<td>Lisa Wood Phone: 814-677-4800 x107 Email: <a href="mailto:lisaw@nwcommission.org">lisaw@nwcommission.org</a></td>
<td>Clarion, Crawford, Erie, Forest, Lawrence, Mercer, Venango and Warren</td>
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<td>PTAC</td>
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<tr>
<td>Indiana University of PA</td>
<td>Ron Moreau</td>
<td>Indiana, Armstrong</td>
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<td></td>
<td>Phone: 724-357-7824</td>
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<td></td>
<td>Email: <a href="mailto:rfmoreau@iup.edu">rfmoreau@iup.edu</a></td>
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<tr>
<td>Private Industry Council of Westmoreland/Fayette</td>
<td>Chuck Burtyk</td>
<td>Westmoreland</td>
</tr>
<tr>
<td></td>
<td>Phone: 724-836-2600</td>
<td>Fayette</td>
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<tr>
<td></td>
<td>Email: <a href="mailto:Cburtyk@privateindustrycouncil.com">Cburtyk@privateindustrycouncil.com</a></td>
<td></td>
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<tr>
<td>Johnstown Area Regional Industries</td>
<td>Bob Shark</td>
<td>Cambria, Somerset</td>
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<tr>
<td></td>
<td>Phone: 814-539-4951</td>
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<td></td>
<td>Email: <a href="mailto:bshark@jari.com">bshark@jari.com</a></td>
<td></td>
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<tr>
<td>North Central PA Regional Planning &amp; Development Commission</td>
<td>Bob Imhof</td>
<td>Cameron, Clearfield, Elk, Jefferson, McKean, Potter</td>
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<tr>
<td></td>
<td>Phone: 814-773-3162</td>
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<td></td>
<td>Email: <a href="mailto:bimhof@ncentral.com">bimhof@ncentral.com</a></td>
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Currently assisting 1,643 businesses

Assisted area businesses to obtain 31,028 contracts and subcontracts totaling $2,361,949,252 (As of 10/10)

Per federal guidelines GACO can be credited with creating or saving 59,840 jobs in western Pennsylvania since commencing operations in 1985
Services Available at GACO

- Advising and assisting with marketing products or services to the government
- Identifying federal supply classes and service codes
- Providing bid opportunities for federal, state and local government contracts and subcontracts, corporate contracts, and foreign contracts
- Assisting with government registrations (Central Contractor Registration/DSBS, Commonwealth of Pennsylvania Vendor Registration, Contracting websites, and others)
- Developing profiles for our Subcontracting Match Program and advising of subcontracting opportunities and contacts
- Assisting with filing applications for placement on state and local bidders' lists
Services Available at GACO

- Advising on bid preparation
- Assisting with obtaining specifications and standards data and technical data packages for federal government work
- Researching historical cost data and parts suppliers
- Providing guidance and points of contact for federal, state and local contracting
- Conducting seminars for education and training in government contracting policies and procedures
- Hosting procurement fairs for face-to-face marketing opportunities with federal, state, local and corporate purchasing agents
Seminars and Procurement Fairs

- October 19, 2011 - 24th Annual Procurement Opportunities Fair, Sheraton Four Points North, Mars, PA
Getting Started...

- Stop at Table 1 today to talk with a GACO representative about our services
- Complete the one page GACO client application that is in your folder
- Schedule an appointment to meet with a GACO counselor
Questions?