

**News Release**  
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## PTAC Helps Local Businesses Grow and Create Jobs

TRAVERSE CITY, MI – The Northwest Michigan Procurement Technical Assistance Center (PTAC) helped businesses earn over \$79 million in government contracts during 2018. Nearly 400 jobs in the northwest Lower Peninsula and the Upper Peninsula were created or sustained due to those client contract award dollars.

Businesses assisted by the Northwest Michigan PTAC include Northern Wings in Newberry which has been selected as the Michigan PTAC Best Small Business of the Year. Northern Wings is an aerospace and military support system that offers a variety of services including maintenance, repair, supply chain, manufacturing, and importing and exporting. The company was recognized for using PTAC assistance to grow their business and for their involvement in the community.

Northern Wings has been using PTAC services since the company formed in 2001. Company President, Dave Goudreau, says starting and growing Northern Wings would have been “virtually impossible” without the assistance of the PTAC.

“I don’t know that there are very many employees here who haven’t been touched by some level of PTAC training and/or orientation,” said Goudreau.

DreamLab 3D in Traverse City is another Northwest Michigan PTAC client. The company’s services include 3D Modeling, small-batch manufacturing, and advanced prototype modeling.

“With the guidance and assistance provided by PTAC, I am able to navigate through the sea of federal guidelines and regulations, making DreamLab Industries a strong national competitor in the additive manufacturing sector,” said DreamLab Founder and CEO, Brandon Williams.

Northwest Michigan PTAC staff members also received special recognition during the past year. Procurement Counselor, Don Makowski, received a Silent Partner Award from the Wisconsin Procurement Institute (WPI) for his dedication to development of the federal contracting community.

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Northwest Michigan PTAC Regional Director, Cathy Fairbanks, received the Women in Defense (WID) Michigan Chapter Horizon Industry Award for her work within the defense industry.

The Northwest Michigan PTAC is based in Traverse City and serves businesses in the northwest Lower Peninsula and the entire Upper Peninsula. The PTAC provides no-cost technical consulting, training, and marketing services aimed at assisting companies with obtaining and performing under local, state, and federal contracts. PTAC's services include personalized one-on-one counseling, bid match notifications, contracting and subcontracting assistance, pre- and post-award assistance, and more. PTAC offers assistance through all stages of government contracting.

The Northwest Michigan PTAC is a program of Networks Northwest and is funded in part through a cooperative agreement with the Defense Logistics Agency and in part by the Michigan Economic Development Corporation (MEDC). To learn more about PTAC's services, visit [nwm.org/ptac](http://nwm.org/ptac).

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NOTE to Media: Images are oftentimes available upon request by e-mailing Dan Boss at [dan.boss@networksnorthwest.org](mailto:dan.boss@networksnorthwest.org) and stating preferences for resolution (300 dpi?), file format (.tif? .jpg?) and file size (1MB or less?). Or, phone (231) 929-5047. Check our online Media Room at: [networksnorthwest.org/media](http://networksnorthwest.org/media)

Founded in 1974, Networks Northwest facilitates and manages various programs and services for the 10 county region. These programs include Northwest Michigan Works, Small Business Development Center, Procurement Technical Assistance Center, various business services, and many different regional planning initiatives in response to our communities' requests and needs. You will see the broad spectrum of workforce, business and community services Networks Northwest offers if you visit our website, [networksnorthwest.org](http://networksnorthwest.org). Networks Northwest's member counties are: Antrim, Benzie, Charlevoix, Emmet, Grand Traverse, Kalkaska, Leelanau, Manistee, Missaukee, and Wexford.