



Discretionary Spending

*Small Business Development Center,
University at Albany*

October 19, 2021



DISCRETIONARY
SPENDING
OVERVIEW

CAPABILITY
STATEMENTS

FINDING
OPPORTUNITIES



KC

RS

KB

LX

Kaitlyn Covert

Ryan Smith

Kate Baker

Luan Ximines

Preferred Sources

- Corcraft
- NYSPSP
- NYSID

OGS Contracts

- Commodities
- Services
- Technology

Agency Contracts

- Specific to the agency

Discretionary Spending

- Open bidding process

NYS Spending Priorities



Discretionary Spending



General

NYS Agencies - \$50,000
 OGS Specific Contracts - \$85,000
 SUNY - \$125,000



MWBE

Current \$200,000
 2020 - \$500,000



Where do you fit?

Prime

Sub-Contractor

In-Direct

Private



Capability Statements

GuamTemp
GuamTemp, Inc.
718 N Marine Corps Drive
Suites 204 & 205
Barrigada, Guam 96913

Office: 671-646-3541
Toll-Free: 800-693-3729
Fax: 671-646-3543
admin@guamtemp.net
www.guamtemp.com

NAICS Code:
56120, 56121,
56122, 56123,
56199

Certifications:
Women-Owned Small Business
(WOSB)

Page Code: 58014
FEIN: 49424255

CAPABILITY STATEMENT

PAST PERFORMANCE

NPS Energy, Inc., Super-Energy Div
25.4 MW Solar Plant Installation
Light Heavy Industrial Staffing Support
\$1,590,000 (w/ or w/o fee)

800-Project
Administrative Staffing Support
\$220,000 (w/ or w/o fee)

Guam Waterworks Authority
Administrative Staffing Support
\$6,000 (w/ or w/o fee)

Government Liquidation
Staffing Support
\$750,000 (w/ or w/o fee)

Facilities and Resources

- Two Offices, conveniently located in Barrigada, Guam
- Online recruiting, employee management and job ordering
- 24/7 Project staffing support
- On demand office space and business services for customer convenience.
- Highly Flexible

Corporate Overview

Established in 1998, GuamTemp, Inc. provides quality and reliable employment and staffing support services. We specialize in delivering short term and long term staffing project solutions on Guam.

GuamTemp is the only staffing firm on Guam endorsed by the American Staffing Association. Our certified team of experienced staffing professionals upholds a strict code of ethics in the practice of employment law—We believe in the value of customer service and the work we do.

Services Provided

TEMPORARY AND PROJECT STAFFING

- Public and Private Sectors (Local and Foreign)
- Light/Heavy Industrial
- Administrative and Professional
- Retail and Hospitality
- Screening, Training and Quality Assurance
- Payroll HR and Personnel Administration
- On Site Employee Performance Evaluations and Management

DIRECT HIRING

- Heavy and Skilled Industrial
- Accounting and Finance
- Search and Placement Screening and Qualification
- Guarantee on Placements



Core Competencies



Differentiators



Past Performance



Company Data



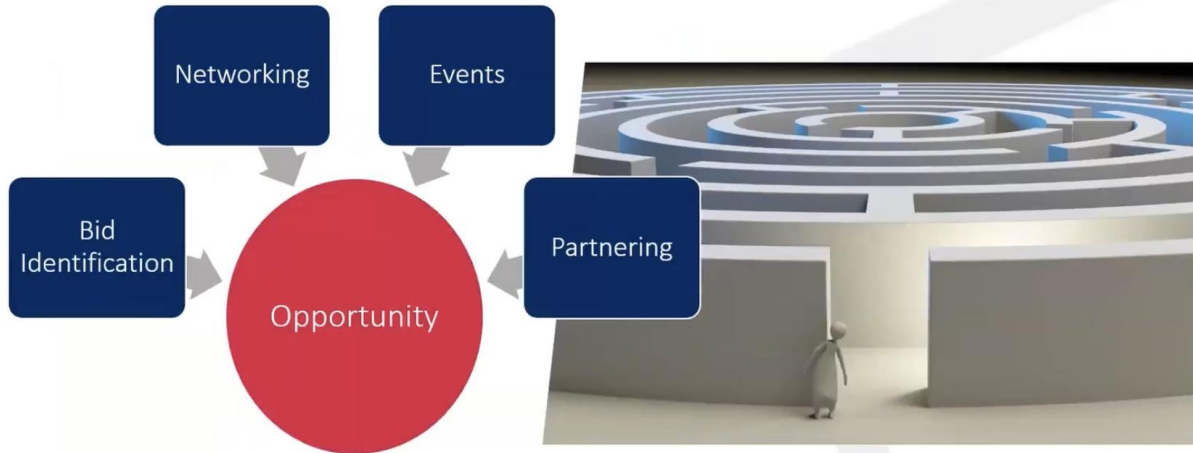
Contact Information



Helping people and businesses succeed in the marketplace. Since 1998.



Finding Opportunities



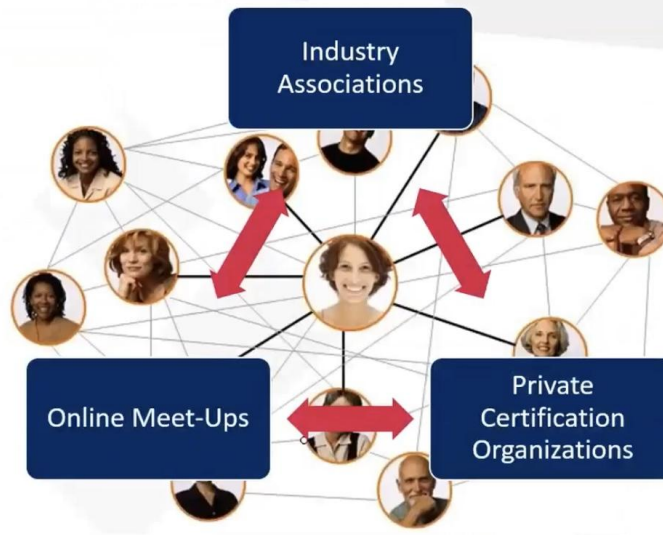
NYS Contract Reporter

The screenshot shows the homepage of the New York State Contract Reporter. At the top left is the New York State logo. To its right are navigation links for "Services", "News", "Government", and "Local". Below the logo is a statistics section with three rows: "Opportunities posted today" with the number 21, "Opportunities posted in the last 7 days" with the number 112, and "Total available opportunities" with the number 681. To the right of the statistics is a section titled "The New York State Contract Reporter" with the URL "NYSR.ny.gov" and a description: "NYS' official source of contracting opportunities bringing business and government together". There are also "Log In" and "Sign up and register for your free account" buttons. Below the statistics and main header is a dark blue navigation bar with four links: "I want to find contracts to bid on", "I want to advertise opportunities", "Learn about the New York State Business Registry", and "Learn about doing business with New York". Below this bar are four large, colorful buttons: a green button for "I want to find contracts to bid on", a blue button for "I want to advertise opportunities", an orange button for "Learn about the New York State Business Registry", and a purple button for "Learn about doing business with New York".

<https://www.nyscr.ny.gov/>



Networking



Events

47
188
784

The New York State Contract Reporter
NYS official source of contracting opportunities
Bringing business and government together

Business Registry | Site Resources | Procurement Resources | Notices and Reports

Events (2)

Sort by: Event date (earliest first) | Display: 5

1	<p>Title: New Design-Build MEGA Project in Westchester County</p> <p>Agency: Transportation, NYS Dept. of</p> <p>Event Date: 11/07/2019</p> <p>Event Time: 9:30 A.M.</p> <p>Location: Yonkers Public Library - Riverfront, Yonkers, NY</p>	<p>Find out more</p> <p>Share this</p>
2	<p>Title: Government Procurement and Business Expo</p> <p>Agency: Farmingdale Small Business Development Center</p> <p>Event Date: 11/5/2019</p> <p>Event Time: 10:30 am</p> <p>Location: Farmingdale State College</p>	<p>Find out more</p> <p>Share this</p>

- NYS MWBE Forum - December
- Watertown Matchmaker and Expo - March
- Buffalo Matchmaker and Expo - May
- Empire State Development Regional Events

Contract Reporter Events - <https://www.nyscr.ny.gov/eventsList.cfm>

OGS Bid Calendar - <https://ogs.ny.gov/procurement/bid-opportunities>

OGS Events - <https://ogs.ny.gov/upcoming-events>