

MONROE COUNTY • FINGER LAKES

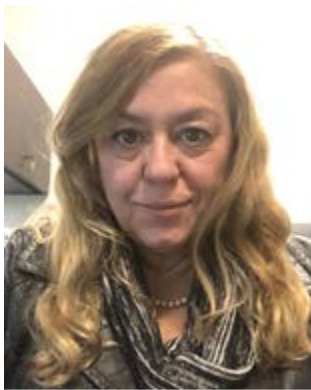
PTAC

Procurement Technical Assistance Center

Anna Vulaj Fitzsimmons Bio

Program Director

Monroe County Finger Lakes Procurement Technical Assistance Center (PTAC)
APTAC Region 2 (NY, NJ & DE) Director



Anna Vulaj Fitzsimmons has over 27 years' experience in marketing, communications, and government contracting. Since 2008, she has been helping small businesses in Monroe County, NY, and the surrounding 8-county Finger Lakes Region sell to the government. She has served as PTAC Program Director since 2015, and prior as Business Development Manager.

Her expertise helps businesses hone their marketing plans to fit the government contract arena. The training and direct input she provides PTAC clients has increased opportunities for businesses to bid on military, federal, state and municipal contracts. Under Anna's leadership as Program Director, the MCFL PTAC Program assisted small businesses in receiving over \$335 million in government contract awards; and collaborated with regional partners on hundreds of training programs and outreach events connecting government agency and prime contractor buyers to small businesses. Her efforts have led the PTAC operations to an "Outstanding" DCMA performance rating.

Prior to joining the PTAC, Anna was Director of Communications for the region's Chamber of Commerce, an economic development group, and a radio news reporter and producer, City and Business beats, for 1370 WXXI-AM radio, an NPR affiliate.

Anna is a member of the Department of Defense North East Regional Council, and US Small Business Administration's Buffalo District Small Business Community Forum. She is on the Board of the Association of Procurement Technical Assistance Centers (APTAC) and serves as chair of the APTAC By-Laws Committee, and is currently the APTAC Region 2 (DE, NJ & NY) Director. She has served on numerous boards and committees throughout her career. Her certifications include APTAC CCAS and CPP, and VA Certified Verification Counselor. She went to St. John Fisher College for a double BA in Journalism and Political Science.

She grew up in Rochester, and lives in Irondequoit, NY, with her husband, daughter, and German shepherd.