



The Newsletter featuring True Stories of PTAC Victories

What's New?

Greetings from the Southern Alleghenies PTAC!

We're very pleased to present to you a collection of recent success stories from our regional PTAC clients. Gloria Brooks took the lead on this new quarterly Success Story newsletter, and she would love to get your feedback. From the team at Southern Alleghenies, Donna Hottel at North Central, and Laurie Lentz at Northern Tier PTACs, we are grateful for you, our hardworking business clients.

Mac Builders & Design, Inc. (Northern Tier PTAC)

Mac Builders & Design, Inc. of New Albany, PA is a Veteran Owned construction management and general contracting company. The company began in 2009 and has grown each year. In the beginning, their primary focus was on light commercial and residential projects. They have since entered the government marketplace and have been awarded several government contracts. They contacted Laurie Lentz at Northern Tier PTAC in 2016 to assist with expanding their government contracting reach and have been a PTAC client ever since.

Northern Tier PTAC emailed Mac Builders a list of construction projects based on the criteria entered into their company profile. As a result of supplying the company with construction leads, Mac has been awarded a contract for the renovation and portico repairs at the Bradford County Courthouse in Towanda, Pennsylvania.

Mac Builders & Design, Inc. was also able to discontinue a paid-for lead subscription and now utilizes the PTAC lead system as a replacement. The PTAC has also assisted the company with yearly SAM renewals, registration in the PA Supplier Portal as well as answering questions regarding the CVE Veteran verification process.



Timberline Wildlife and Habitat Management (NC PTAC)

Andy Olson of Timberline Wildlife and Habitat Management, was in the process of a pending award from the U.S. Forest Service. A Deer biologist and wildlife consultant, he had followed the correct procedures - updated his SAM and submitted a notarized letter to the Federal Service Desk (FSD). This new process was taking much longer than expected. Andy was concerned that if his SAM registration was not processed in a timely manner, his opportunity with the Forest Service would be missed.

Andy was referred to the North Central (NC) PTAC by his legislative office. He did not save the notarized letter that was originally sent to the FSD. A second notarized letter was submitted to the FSD unsigned. This letter was rejected, requiring a third letter which was also submitted through the PTAC. This letter was accepted by the FSD and within one day his SAM registration was "active." Without the use of the PTAC support line, the estimated timeline for the renewal was expected to take 4 to 6 weeks. Now, with an active SAM registration, Timberline was officially awarded the contract.

Joseph T. Berrena Mechanicals (SAP&DC PTAC)

May 7, 2019

Matt Berrena, President of Joseph t. Berrena Mechanicals shared this success story:
"The Company that was taking care of the U.S. Army GITMO Cuba Base Operations on the maintenance side had their contract cancelled from the U.S. Government contract. The replacement company was having loads of problems. Someone ran across our website looking for a subject matter expert on Oil Boilers. Turns out the 21C is a buddy of mine from the Army. We were at the SG and SGM Academy together. He got wind that his boss was looking at us so he spoke up for us.

They liked that I had the SDVOSB and HUBzone certifications along with our Insurance and Technical qualifications and thought we would be a good fit. I did a phone interview with them and the ball started rolling really fast. We were awarded the contract to provide service technicians to GITMO Cuba.

I have a Generator Technician going down within the next two weeks followed by a Boiler Technician. I am in the process of getting set up for them to buy all repair parts from us and putting a package together for them as to what they need.

We are now on their company list as the GO TO company for troubleshooting any problems that they have at any of their worldwide locations.

Gloria (Gloria Brooks is the SAP&DC PTAC Government Procurement Specialist), without your help in navigating all the gates for all of our company certifications, we would be still operating in Central Pa.

Thanks again"

Now it's YOUR turn to tell the story of your latest Success! Email Gloria Brooks at brooks@sapdc.org to get your story started.



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