



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.

Mansfield Contractors Northern Tier PTAC

Mansfield Contractors, owned by Brian K. Lee, operate from Mansfield, PA. Brian contacted the PTAC in March of 2016 asking for assistance with government contracting. The company had previously been very active with low-income housing that was funded by CDBG grants. The funding for these projects had dried up and Brian was looking for other streams of revenue.

Laurie Lentz, Northern Tier Procurement Program Manager, assisted Mansfield Contractors with the necessary registrations and began sending construction leads. As a result of receiving the construction leads, the client was awarded several contracts throughout the region.

Brian Lee worked with Laurie at the PTAC in obtaining an EIN number and updating their DUNS information. Then the PTAC assisted Brian with registration in the PA Supplier Portal as well as registration in SAM.

Daily construction leads were provided by the PTAC, which directly resulted in the client's award of the Wellsboro Borough contract as well as another government related project totaling approximately \$112,000. Manfield Contractors continues to grow.



GroundHog Solar **SAP&DC PTAC**

GroundHog Solar is a small renewable energy business located in Altoona, PA. They offer full service solar installation, service and repair of both grid-tie and off-grid solar energy systems.

In March 2018, GroundHog Solar owner Richard Flarend called into SAP&DC and was referred to Government Procurement Specialist Gloria Brooks. After having a face-to-face meeting to discuss Procurement Program, PTAC staff assisted Mr. Flarend with:

- SAM registration
- Research on Davis – Bacon prevailing Wage
- Bid Proposal review
- Bidmatch set up

Mr. Flarend submitted a bid proposal to CamTRAN Johnstown Renewable Energy Improvement Project in late March, 2018. He was then informed that the contract was going to be rebid. He submitted a new bid and was informed that GroundHog Solar was awarded the \$390,000 contract in early June.

This small business has been growing continuously since then, being the "lead" on the Indiana County Energy Co-op.

Cyber CIC **North Central PTAC**

Cyber CIC is a small cyber security management business located in Emporium, PA. Mr. Cicalese contacted the North Central PTAC Director, Donna Hottel, who

found out the business was looking for information on socio-economic certifications.

The first step to certification, according to Donna Hottel, PTAC Director, was completing a SAM registration. Donna assisted Mr. Cicalese with the details, including the addition of NAICS codes, FAR clause review and SBA profile completion.

With the SAM registration complete, the PTAC staff showed Mr. Cicalese how to search for solicitations on sites such as FedBizOps, and decided to enroll Cyber CIC into the bid match service offered for free by the PTAC.

Finally, the Vets First Verification Program was reviewed with Mr. Cicalese and a list of documents needed for his LLC was provided to him. Cyber CIC will continue to work with the PTAC through this process. Mr. Cicalese continued to work with the PTAC on his capability statement, researching hubzone requirements for his location.

The result of all of this effort by the PTAC and Mr. Cicalese, Cyber CIC was awarded a contract with Indiana National Guard via IAP in the amount of \$48,000.

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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