



We're very pleased to share with you a collection of recent success stories from our regional PTAC clients. From the team of PTACs in Southern Alleghenies, North Central, and Northern Tier regions, we are grateful for you, our hardworking business clients.

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Route 514
Granville Summit, PA 16926

DGR Excavating, LLC.
Northern Tier PTAC

Syme Hughson started his veteran owned business in 2018. He reached out



Howard Spike McClain LLC

Green Drive
Ridgway, PA 15853

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**Howard Spike McClain
LLC.**
North Central PTAC

During the first quarter of year 2020, I

to the PTAC in March of 2019 for assistance with registering as a VOSB as well as selling to the government. Over the past year, Syme has been diligent about researching all information pertaining to the construction projects he is interested in. As a result of pursuing the construction leads provided by the PTAC, Syme was able to secure a contract with Franklin Township in the amount of \$19,500 to complete site work for a bridge/tunnel. Syme continues to pursue government contracts on a daily basis by requesting additional information from the PTAC on the daily construction reports.

The PTAC was instrumental by providing the client with construction leads and plans for projects at no cost. The PTAC also assisted the client with obtaining a DUNS number, registrations in SAM, DGS and as a PennDOT business partner. The client attended a Bid Bond workshop at no cost to learn about bonding for his company as it pertains to government contracts. The PTAC also provided information on Davis Bacon and Prevailing Wage acts. This client is interested in doing business with PennDOT and is looking to get prequalified. The PTAC also provided contact information for all local municipalities. The client also explored getting certified with the Veteran's Affairs agency through CVE & VetBiz. This qualification will help the region by adding more competition to the contractor pool as well as provide employment possibilities for the company.

was contacted by Howard McClain of Howard Spike McClain LLC. Howard Spike McClain LLC. has provided construction type work in the North Central area for over 25 years. He found out that the Army Corps of Engineers located at the East Branch Dam site is interested in building vacation cabins by the lake. Howard was highly interested in pursuing this project, and wanted to bid on this solicitation. I had reached out to Laurie Lentz at Northern Tier to find the solicitation. We were not lucky in finding it. I then reached out to Sherrie Plonski. She is located in Pittsburgh, and is the Deputy of Small Business Army Corps of Engineers. Sherrie informed us that the cabins are in the preliminary planning stage. Further discussions with Howard was discovered that he was not ready any way to pursue government contracting work. He needed to become an active client of North Central's PTAC and needs to register in the System Award Management (SAM) in order to do any kind of federal contracting work. Successfully, we were able to conquer those steps. Immediately Howard McClain LLC. became an client of North Central's PTAC. After working a short while with his office, his company has also successfully done the necessary steps liking obtaining a DUN's number, cage code and a notarized letter for SAM registration. His SAM registration is completed and currently active. Howard now is now ready to actively start bidding on federal contract solicitations. And more importantly is reading to bid on the solicitation for the lake cabins when the solicitation becomes available.



pole Road
Pennsylvania Furnace, PA 16835
814-643-7135

HydroFlow Pennsylvania SAP&DC PTAC

Southern Alleghenies PTAC first met Mr. Matt Berrena in July, 2018 to discuss getting his business set-up with doing government contracting. After getting a DUNS number and registered in SAM, the PTAC staff assisted Mr. Berrena with getting on a COSTARS 16 contract which we were successful in obtaining in February, 2019. During this time, the PTAC also was able to assist Mr. Berrena with obtaining his service-disabled veteran owned small business certification through the Veterans Affairs administration.

Since HydroFlow Pennsylvania obtained these certifications and contract with the assistance of the PTAC, they were able to successfully bid on and was awarded various VA and State contracts amounting in \$286,214.00 and was able to hire new employees.

Mr. Berrena is looking forward to future growth of his business.

SAP&DC PTAC - Gloria Brooks brooks@sapdc.org and James Gerraughty jgerraughty@sapdc.org - North Central PTAC - Barb Brennen bbrennen@exchange.ncentral.com - Northern Tier PTAC - Laurie Lentz lentz@northerntier.org



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