



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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**Smith, Nale  
& Company, Inc.**  
Certified Public Accountants

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Punxsutawney, PA 15767  
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**Smith, Nale & Company, Inc.**  
**North Central PTAC**

Smith, Nale and Company, Inc. is a small accounting firm located in Punxsutawney, Pennsylvania. Due to some serious health issues of the

**Summit Energy Solutions, LLC**  
**Northern Tier PTAC**

Summit Energy Solutions LLC. has been in business since February of 2015. The sole owner, Angela Joines, started the

Managing Partner, Nancy, the business was struggling. With the current pandemic, some of their clients had to close or went bankrupt, causing a further decline in revenue for the firm. Nancy began to explore how to replace the lost business and help the firm become a thriving business once again, with the goal of providing job security for her loyal staff and continue to provide much needed services to her small business clientele.

In researching pathways to accomplish this goal, Nancy decided to seek a Woman Owned Small Business certification. She contacted North Central's PTAC for assistance. After Nancy's initial steps to become a PTAC client, we went to work on the following items:

- PA Supplier Vendor ID Number
- Registration with the PA Supplier Portal
- SAM Registration with Federal Govt.
- Assist with SBA Account Direction Information
- Contacted the Federal Service Desk for assistance with SAM Registration
- Provided information needed to accumulate documentation for HUBzone certification

Getting this accomplished while trying to operate a business can be daunting, but the PTAC helped keep the process on track. Step by step, the process was navigated with the patient help of her consultant at the PTAC. The PTAC directed her with directions to navigate the PA Supplier Portal and assistance was also given with her SAM registration. She started her process and was not receiving her CAGE code. She inquired with the PTAC. A follow up with the Federal Service desk was made. After a computer chat session was conducted, the problem was diagnosed. She was able to address the issue and her CAGE code was administered. She was given some tips on navigating her SBA account, so she can maintain her small, diversified business profile. Due to the location of Smith, Nale and Company, Nancy was also provided information for her to start pursuing her HUBzone certification.

Currently, Nancy is seeking and pursuing PA Solicitation Bids within the scope of work her company provides.

Additionally, she has been able to talk to her clients that could benefit from this program. She sees the future brighter not only for her firm and those of her

business and focused on providing work wear and personal protection equipment to the natural gas industry which was in high demand. Angela pursued a Master Service Agreement with the oil and gas industry which was a contract that allowed her to sell products to employees of the industry. In 2017, Angela attended a seminar on Doing Business with PennDOT certification workshop and was introduced to the PTAC manager. Over the next few years the gas industry kept Angela busy as she continued to grow her business. As she provided PPE and workwear to the gas industry, she recognized an opportunity to expand her business. She diversified her business by selling steel carports as well as creating a partnership with a local contractor which enabled her to capture some of the site preparation projects with the gas industry. Over the last several years the gas industry had taken a down turn which dramatically affected her retail business. She decided to focus on the construction end of her business and began aggressively seeking other opportunities, including government contracts. She reached out to the PTAC for assistance with her government registrations and Woman Owned Small Business certification which she received through the Small Business Administration. She began bidding on state contracts and has since been awarded approximately \$107,000 in contracts with the State Game Commission. As a result, she has created 3 jobs. Angela's ability to re-invent her business along with her persistence in pursuing new opportunities shows that she is an example of a true entrepreneur.

clients that qualify for this resource, but also for the government who can benefit from the quality service that will be offered.



# *Allegheny*

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## ORTHOTICS & PROSTHETICS

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(814) 643-2645

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## **Allegheny Orthotics & Prosthetics, Inc.**

### **SAP&DC PTAC**

The PTAC was contacted by the office manager, Lorri Lattieri, needing assistance with their SAM registration. After speaking with Lorri, it was determined that they never sent in their notarized letter designating the Entity Administrator.

The PTAC completed the information that was needed on the letter. Then downloaded and took the letter to the client for signature and notarization (onsite). Once this was done, we uploaded to federal service desk for further processing.

If the client wouldn't have had their SAM registration and notarized letter in place this would have caught up to them and payments would have been held up. The client was successfully issued the Purchase Order in the amount \$21,879.55.

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