

**James F. Gerraughty**

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**From:** Gloria Brooks at Southern Alleghenies PTAC <brooks+sapdc.org@ccsend.com>  
**Sent:** Friday, November 19, 2021 10:01 AM  
**To:** James F. Gerraughty  
**Subject:** PTAC Success Stories



*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.*

327 N. Main St.  
Punxsutawney PA  
15767  
(814) 938-3555

**Smith, Nale  
& Company, I**



4563 Lake Rd.  
Towanda, PA 18848  
(570) 250-2652

**Echidna Integrity LLC.**

## Smith, Nale & Company, Inc. North Central PTAC

The company located in Punxsutawney, Jefferson County. Due to some issues such as the pandemic, staffing and health, the business has experienced a decline in revenue. Nancy Hale, President, 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 continuing to provide much needed services to her small business clientele. Nancy approached North Central's PTAC and we have been working together to achieve her goal.

Nancy decided to seek her Woman Owned Small Business and Economically Disadvantaged Woman Owned Small Business and HUBzone certifications for her business. Nancy had received her HUBzone certification in August and the other certifications are in the process.

The PTAC has set Nancy up with the programs Bid Match Service. She is reviewing and pursuing solicitations on the federal, state and local levels. She is researching the SBA Mentor Protege Program. This program will help give her an edge to enter into the world of government contracting.

Nancy sees the future brighter not only for her firm and those of her clients that qualify for this resource, but also for the government who can benefit from the quality service her firm offers.

## Northern Tier PTAC

The PTAC has been working with this client since February, 2020. The PTAC assisted the client with obtaining a DUNS number, registration with SAM, assistance with the CVE certification for obtaining his SDVOSB status. The PTAC created a Bid Match profile and has assisted the client with several inquiries. As a result, the client responded to several sources sought notifications. The PTAC also researched prior contract award information providing the client with the list of prime contractors who are currently working with the government marketplace.

The client attended the PTAC Tri-State Mega Match-maker event in December, 2020. The client reported that this event was very positive in that it allowed him to make great contacts with the small business specialists for both government and industry.

The PTAC also assisted with the client's PA Supplier Registration and provided counseling on topics such as COSTARS, bonding and CMMC. The client also attended a PTAC CMMC webinar.

The PTAC is looking forward to continual assistance with this client.





2500 Adams Avenue  
Tyrone, PA 16686  
(814) 684-0266

## Dixon Tool & Die Co., Inc. SAP&DC PTAC

Dixon Tool & Die (DT&D) is a tooling and machining shop in Tyrone, Pennsylvania, and has been in business since 1972. DT&D has had numerous contracts with the Applied Research Lab (ARL) at the Pennsylvania State University over the years.

DT&D reached out to the PTAC in August of 2021 due to some issues they were having with their SAM certification and Small Business standing. The PTAC assisted DT&D in tracking down the issue. With the changes in SAM over the last 18 months, some things have been added and/or moved about, causing a bit of confusion. One of those changes is asking the registrant what type of tax entity they are. The issue in this case was that they selected "Corporate Entity," but the sub selection defaulted to "Tax Exempt." Tax Exempt firms cannot register as small business entities, per the FAR.

The PTAC reviewed the DT&D's SAM registration virtually, and had the client change this tax information to "Not Tax Exempt." The subsequent reps & certs section then had the Small Business table, which is a good sign. Finally, the SBA DSBS option came up, and DT&D was able to enter their information there. Within 24 hours, the SAM profile for DT&D was updated to include the Small Business information, and Penn State's ARL PoC was alerted.

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SAP&DC PTAC - Gloria Brooks [brooks@sapdc.org](mailto:brooks@sapdc.org) and James Gerraughty [jgerraughty@sapdc.org](mailto:jgerraughty@sapdc.org)  
North Central PTAC - Barb Brennen [bbrennen@exchange.ncentral.com](mailto:bbrennen@exchange.ncentral.com)  
Northern Tier PTAC - Ethan Sexton [sexton@northerntier.org](mailto:sexton@northerntier.org)

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SAP&DC | 3 Sheraton Drive, Altoona, PA 16601

[Unsubscribe jgerraughty@sapdc.org](#)

[Constant Contact Data Notice](#)

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