

## James F. Gerraughty

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**From:** Gloria Brooks at Southern Alleghenies PTAC <brooks+sapdc.org@ccsend.com>  
**Sent:** Friday, February 17, 2023 11:19 AM  
**To:** James F. Gerraughty  
**Subject:** PTAC Success Stories



*The Procurement Technical Assistance Program (PTAP) is now under the management of the Department of Defense (DoD) Office of Small Business Programs (OSBP) and has changed its name to APEX Accelerators. The Southern Alleghenies PTAC and its two centers at North Central and Northern Tier will be changing to the new name and a new scope of assistance over the next few months. What **will not** **be** changing is our mission, service, and contact information, and we look forward to assistance with all things government contracting related.*

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



**Emporium Machining Technologies,  
LLC.**

**220 East Second Street  
Emporium, PA 15834  
(814) 389-6983**

**North Central APEX Accelerators**

North Central has been assisting a business located in Emporium, PA, Cameron County. Emporium Machining Technologies, LLC. (EMT) reached out for North Central's APEX Accelerators assistance a short while ago. The company has been looking for guidance on achieving their Service-Disabled Veteran Owned Small Business (SDVOSB) certification. The process of achieving this certification was started a short while ago. Due to the move of the VOSB and SDVOSB certifications to the SBA office starting January 2023, North Central's office notified the owner. If they would still be interested in this certification while the Veteran Affairs Agency was still issuing it, they would have to apply by October 23, 2022.

To achieve this, North Central assisted. Emporium Machining Technologies, LLC needed some guidance with their operating agreement. North Central APEX Accelerators directed them to The PennWest Clarion University SBDC which in turn directed them to The Entrepreneur Assistance Clinic at Penn State Law. The operating agreement was completed and the application to the Veteran Affairs Agency for the Service-Disabled



**New Creation Events, LLC.**  
**122 Buck Hill Lane  
Middlebury Center, PA 16935  
(570) 439-0633**

**Northern Tier APEX Accelerators**

New Creation Events, LLC. is a successful promoter and host of events, catering service, and a cafe in Tioga County. During the fourth quarter of 2022, New Creations reached out to the APEX Accelerators for help using SAM.gov to search for contract opportunities.

The APEX Accelerators assisted the client with the search function within SAM.gov. Using the NAICS codes provided in New Creation's SAM profile, we searched for contract opportunities and discussed potential options for the company whether as a primary or sub-contractor. The APEX Accelerators will work with New Creations to help bid on contracts as they appear.

Veteran Owned Small Business was submitted before the due date. The Service-Disabled Veteran Owned Small Business certification was granted in November 2022.

EMT is now allowed to pursue solicitations geared towards this certification. Currently, work is continuing with the APEX Accelerators support to complete the CMMC NIST 800-171 self-assessment, submitting this score into SPRS, completing the JCP DD 2345 form, and finally having the ability to view the technical drawings. All of this will need to be completed before a successful bid can be placed.



**P. Joseph Lehman Consulting Engineers, Inc.**

117 Olde Farm Office Rd., Ste. 113  
Duncansville, PA 16635  
(814) 695-7500

**Joseph T. Berenna Mechanicals, Inc.**

279 Standing Stone Avenue  
Huntingdon, PA 16635  
(814) 643-2645

**Southern Alleghenies APEX Accelerators**

Mr. Malone contacted the SAP&DC APEX Accelerators in mid-2022 to determine the company's SAM status. Staff confirmed that their SAM had expired in January 2022. The APEX Accelerator staff was informed that a potential contractor was looking to work with P.JL, and that an active SAM registration was a requirement.

**Southern Alleghenies APEX Accelerators**

Matt Berenna, of Joseph T. Berenna Mechanicals, Inc. (JTBM) was contacted by a government contractor interested in purchasing load bank system for mobile generators, shipping of the product and training of usage from the business.

There were widespread challenges with SAM registrations since the changeover in April 2022. Most of the challenges stemmed from a database mismatch, despite PJI being in SAM for over 20 years prior to our SAM work. Using tips learned during the transition and prior relationships, as well as keeping all parties (PJI and the potential contractor) in the loop during the process, we were able to get the backlog of SAM requests resolved and a SAM certification in November 2022.

PJI can now participate in contracting and subcontracting on federally funded projects. The APEX Accelerators and PJI have had subsequent discussions about contracting with the Dept. of Interior, the APEX Accelerators will be following up the PJI in mid-May 2023 to update the SAM profile to prevent any future delays in contracting activity.

Matt had contacted the APEX Accelerators staff and since it is a military facility, they have their own shipping guidelines. It was later confirmed that since the business sold equipment (boiler) previously to the military, they would use the same carrier used to ship to Guantanamo Bay Naval Base.

After confirming more of the details with Matt, the APEX Accelerators staff advised him to talk with Southern Alleghenies International Trade specialist, Joyce Hoffman, and made the introduction of these services to Matt.

SAP&DC International Trade program determined the classification of the product that he would be sending to the Philippines, this is an ongoing process at this time. Then they made contact with their office in Singapore which is contracted by DCED's OIBD office, which covers the Philippines, to see if there would be any work permits or licensing needed to perform work in the Philippines, our office in Singapore explained that since they would be performing the work for a U.S. based company and U.S. workers and that they would only be in the country for one week, they would be able to go into the country as a tourist and there will be no permits required, but if they would need to return to the country for ongoing work then they would need to acquire a special work permit.

Then connection with the United States Commercial Services (USCS) for a website globalization review to see what all would need to be done for their website for international.

With all these things in order, the \$500,000 contract with U.S. Army at Subic Bay Naval Station can proceed.

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

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