

James F. Gerraughty

From: Gloria Brooks at Southern Alleghenies PTAC <brooks+sapdc.org@ccsend.com>
Sent: Thursday, August 10, 2023 10:04 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.



Aztec Linear, Inc.
 1 Quarry Avenue
 DuBois, PA 15801
 (814) 591-1656



**United Way of
 Bradford County**
 24 Main Street, Suite 1
 Towanda, PA 18848
 (267) 246-7668

Northern Tier APEX Accelerator

North Central APEX Accelerator

North Central has continued to assist a business located in DuBois, PA, Clearfield County. AZTEC Linear Inc. reached out for North Central's APEX Accelerator procurement assistance. The company was looking for information to obtain a HUBzone certification because of their business location. Matthew White reached out to attend the HUBzone Program Certification webinar held on January 31, 2023. After he became a client, through client counseling sessions, it was discovered that Matthew was a veteran. Work was conducted to help Matt with his Veteran Owned Small Business and his Veteran Business Enterprise certifications which were granted to him. He then turned his focus to obtaining HUBzone certification. Through some client counseling sessions, videoconferences and assistance with his co-workers, his application was submitted. On May 5, 2023, Matthew's HUBzone certification was granted. He is now able to pursue set-a-side HUBzone certification federal government contract solicitations.

The United Way of Bradford County needed a SAM registration to be able to apply for VITA Grant award funding through the IRS. Northern Tier assisted the client through the SAM registration process, including to help them navigate the various issues and amendments requested from SAM, FSD and CAGE departments. After numerous issues spanning multiple months with their application, the United Way was finally able to successfully complete their application and successfully apply for grant funding.





G.P.S. Line Striping
8645 Janesville Pike
Smithmill, PA 16680
(814) 577-1715

Southern Alleghenies APEX Accelerator

G.P.S. Line Striping secured multiple jobs from an email blast to school districts, colleges and universities and municipalities that the APEX Accelerator staff assisted him with. They have received contracts from Bellwood Area and Northern Bedford School Districts and Mount Aloysius College and finished a contract for Centre County Government for \$3,200.

Glenn Abernethy, owner, stated that these contracts will carry him through the summer months. He appreciates all the work that the APEX Accelerator staff does for his small business.



1435 Sterling Street
Altoona, PA 16602
(814) 823-3618

Months ago the APEX Accelerator staff made contact with DeCA asking for contact information for commissaries on the East coast. The contact information was received and was ready to email capability statement and introductory letter for Ruga Rue Jerky LLC. but the owner asked to hold off because of hiring issues.

Then in June, staff received an email from Patty Watson, Vice President of Military Deli & Bakery Services, Inc.

I received your contact information from DeCA regarding a small business that produces beef jerky. We are the deli/bakery contractor for the Pittsburgh location. I am reaching out to learn more about this business and to see if their product would be a good fit for our operations. If they would like to send me information about their product, I would be happy to review with our Category Management team.

Staff had contacted the business immediately and stated this was a good opportunity for them to break into the commissary business. They called Patty and discussed their product with her and was sending samples of their product.

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

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