

## James F. Gerraughty

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**From:** Gloria Brooks at Southern Alleghenies APEX Accelerator  
<brooks+sapdc.org@ccsend.com>  
**Sent:** Tuesday, November 7, 2023 10:31 AM  
**To:** James F. Gerraughty  
**Subject:** APEX Accelerators 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.*



**Carlson Technologies, Inc.**

213 Hahne Court  
DuBois, PA 15801  
(814) 371-1116

**Echidna Integrity, LLC.**

Towanda, PA 18848  
(570) 240-2108

**North Central APEX Accelerator**

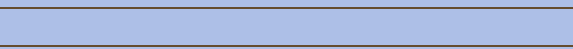
Carlson Technologies, Inc. is a tech company located in north central Pennsylvania's Clearfield County. Earlier in the year, Scott Carlson, owner reached out to North Central's APEX Accelerator procurement assistance center. To help expand his market, Scott made contact for assistance on pursuing government contracting work. After he became a client, work was initiated. With client counseling sessions a multitude of accomplishments occurred. A list follows:

- Updated SAM registration with current address
- Assisted with acquiring Veteran Business Enterprise Certification with the state of Pennsylvania
- Created connect SBA account & updated Dynamic Small Business Search account
- Assisted with COSTARs Contracts
- Helped with the HUBzone Certification Application
- Constructed a Capabilities Statement aimed at government agencies
- Updated the company Bid Match Profile

Scott got notification that his HUBzone Certification was granted on September 13, 2023. He is now able to pursue set-aside HUBzone Certification federal

**Northern Tier APEX Accelerator**

The APEX has assisted the client throughout the past few years including with initial enrollment into the Procurement service. The APEX annually helps Echidna renew their SAM registration to help keep them active to apply for government contracts. Which they were recently awarded a federal contract with the National Park Services in the amount of \$41,939.41. The contract is to replace cathodic protection system components at Delta 01 LCF and Delta 09 MLF.



government contract solicitations. Work has not stopped. He continued working on his capability statement, Bid Match Profile, Cybersecurity Compliance and his JCP 2345 Certification.

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### **Joseph T. Berrena Mechanicals**

279 Standing Stone Avenue  
Huntingdon, PA 16652  
(814) 643-2645

### **Southern Alleghenies APEX Accelerator**

The owner of JTB Mechanicals (JTBM) reached out to staff for assistance with their HUBzone recertification. HUBzone certification is used for federal contracts as a set-aside. Along with JTBM's Service-Disabled Veteran-Owned (SDVOSB) certification and, more importantly, past contracting performance, the HUBzone certification allows for more contracting opportunities, especially ones with set-asides.

SAP&DC APEX assisted JTBM with the new SBA site for HUBzone renewals and the appropriate paperwork. Their certification went through with no issues.

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