



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.

Warner Brook Excavating

14053 Route 6
Smethport, PA 16749-2325
(814) 366-1311

Superior Landscape Management

Remington Road
Tunkhannock, PA 18657
(570) 955-7925

North Central APEX Accelerator

Warner Brook Excavating, a small excavating company located in Smethport, McKean County, has reached out for North Central's APEX Accelerator assistance. Dave Okerlund, owner had some issues with his SAM registration. The name of his company was inadvertently registered as Brook Warner Excavating and the registration was outdated. The registration could not be updated until the name of his company was correctly fixed. The Federal Service Desk was contacted many times for help and assistance in this matter. A three-way phone call was held in April. The assistant for the FSD

Northern Tier APEX Accelerator

Superior Landscape Management needed help recertifying in the PA Small Business Portal in BDISBO. The APEX Accelerator assisted with their recertification, working with the client over the phone to submit their recertification application which was approved in short order.

explained to David how to register in SAM as a sole-proprietorship and to use Warner Brook Excavating as a DBA company name. The information was submitted. Within a week or so, the SAM registration was correctly fixed with is DBA company name. The SAM registration was then able to be updated. David can now pursue contracting work with the Allegheny National Forest. To help assist David further, the HUBzone certification program was introduced to him. David lives and his business is located in a qualified HUBzone area. This certification will enhance his chances of winning a set-a-side HUBzone certification solicitations. David now has his goals set on pursuing the HUBzone certification which will further enhance his pursuit of government contracting work.



Jennifer Judd Designs

224 South Bedford Street

Bedford, PA 15522

(703) 589-3553

Southern Alleghenies APEX Accelerator

Jennifer Judd Designs is a woman-owned, service-disabled veteran owned graphic design business located in Bedford county. The owner, Jen, contacted the APEX Accelerator office in January. She was very interested in government contracting. Since Jen already had her SAM registration and her SDVOSB certification in place, we met in person to put a game plan together. Before starting to go down the avenue of what government opportunities she could take advantage of. Staff discussed with Jen the government procurement and marketing programs which she was very interested in.

Our next step was to make changes to her capability statement. While discussing this, staff mentioned needing signage of our new APEX logo added to the office front door. Jen eagerly took on the opportunity and used the project as a way to develop skills developing the proposal, working through edits, and installation execution. Jen worked with fellow small business owner, Marcia O'Rear of StelTek Graphics to complete the project.

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

SAP&DC is an Equal Opportunity Employer



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

[Unsubscribe](#) | [Constant Contact Data Notice](#)



Try email marketing for free today!