



Progress Through Regional Cooperation In The Alleghenies

State of the Southern Alleghenies APEX Accelerator - December
by James Gerraughty
SAP&DC APEX Accelerator Program Manager



Hey! Time for Silver Linings, year 4!

There was a big change at the beginning of the year with our moving to the DoD Office of Small Business Programs (OSBP) and becoming the APEX Accelerator. Change is always a challenge, but we've had good, productive conversations with OSBP and Army Contracting Command (ACC) throughout the year. It's nice to be on the same team! I'm happy to report that the move didn't diminish any of our services to our clients and communities!

Just like last year, I work with some great, dedicated people here at SAP&DC, and the Southern Alleghenies, North Central, and Northern Tier APEX Accelerators! I appreciate their flexibility in coping with internal and external changes that were encountered. We also have some great clients that continue to challenge our knowledge of federal, state, and local government contracting, and have been great sources of feedback on how we can do better. What are your silver linings through all this?

Our program year is coming to a close, but we are planning for next year. Please review our training opportunities that are coming up in January 2024 (and beyond for our APEX Accelerator and PREP Partners, once our funding is confirmed). A big one is an update to Wide Area Workflow, hosted by David Kern, Small Business Analyst from Tobyhanna Army Depot on February 6, 2024. It will be a virtual event, same as last year, with opportunities to meet with buying agencies.

For an up-to-date list at any time, please visit our [event page](#), and you can search by date and location between our 3 centers. We are planning some events involving Cybersecurity updates, Foreign Ownership, Control, and Influence, and some other programs that might be of interest to our clients (and yet-to-be clients!).

As stated before, we are here to serve you! If you have ideas for topics, or would like to learn more about something, please drop us a line at (814) 949-6500 or by [email](#).

Local government IT executives are reluctant to even ask elected officials for more, according to the group behind the survey, knowing requests will likely be rejected.

Local governments say they don't have enough money to sufficiently prepare for cyberattacks, and while many reported in a new survey that funding increased this year, leaders reported that they are still concerned about their ability to keep up with continually evolving threats.

Sixty-four percent of local government IT executives said their organization's cybersecurity budget is inadequate to support cyber initiatives, according to an annual survey by the Public Technology Institute, which offers IT training to local governments. That figure is virtually unchanged from last year's edition.

[Continue Reading](#)

(Accessed 12/12/2023)

Reminder: 2023 SDVOSB Deadline Looming

By Gregory Weber, Senior Associate Attorney, Koprince McCall Pottroff, LLC

SmallGovCon has covered the SBA's assumption of control over certification of Service-Disabled Veteran Owned Small Businesses ("SDVOSB") and Veteran Owned Small Businesses ("VOSB") since it was first announced well over a year ago. Now, we are coming close to one of the final deadlines associated with SBA taking over these certification processes. It is hard to believe that it is already the end of the calendar year once again. But time flies when you are having federal contracting fun! With the end of 2023 comes a crucial deadline for certain veteran businesses to keep in mind—the date for self-certification to go away.

As we discussed during the SBA's SDVOSB certification rules rollout, self-certification of SDVOSBs was an item that SBA planned to get rid of. In the final rules and in follow up guidance, SBA stated that self-certified SDVOSB contractors would be given a one-year grace period to submit their certification application to the SBA. During that period, SDVOSBs could still self-certify as an SDVOSB. However, after that one-year grace period, SDVOSB self-certification would be eliminated. (That being said, SBA did indicate in its final rule that SDVOSB self-certification would be allowed for subcontracting purposes and goaling credit, for another five more years).

As you likely know, SBA assumed control of SDVOSB certification on January 1, 2023. So, that one year grace period is coming to an end very soon. As SBA states on its site, there is "one-year grace period for self-certified SDVOSBs until January 1, 2024." Meaning the grace period's last day is December 31, 2023, only a few short weeks away. [Continue Reading](#)

(Accessed 12/12/2023)

Tis the Season...

We here at the Southern Alleghenies, North Central, and Northern Tier APEX Accelerators wish all of our clients, communities, & stakeholders a warm and happy holiday season! We also look forward to serving you in 2024! Happy Holidays!

Gloria, Renee, Barb, Ethan, and James

About US

The Southern Alleghenies APEX Accelerator at SAP&DC is an economic development entity that bridges the gap between supplier and buyer in the government marketplace. The APEX Accelerator stands ready to support businesses in the central PA Alleghenies region in the pursuit to secure contracts with local, state and/or federal government agencies nationwide.

Due to the generous support of our Commonwealth and Federal funding partners, services provided by the APEX Accelerator are free of charge.

Whether you are an experienced contractor or new to the government marketplace, the APEX Accelerator will provide one-on-one counseling utilizing all of the program resources necessary to increase your share of contract awards. We will also coordinate assistance, if needed, with our PA PREP partners.

Contact us today at the Southern Alleghenies APEX Accelerator at SAP&DC to get started!

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