



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.



Yardworks, Inc.
20 Livingood Lane
Brockport, PA 15823
(814) 265-1391

North Central APEX Accelerator

Yardworks Inc. is a landscaping maintenance company located in north central Pennsylvania's Jefferson/Elk county area. During the fall season of 2024, the Army Corps. of Engineers petitioned a solicitation for the maintenance at East Branch Dam Lake-Buildings and Grounds Maintenance services at East Branch Clarion River Lake, Wilcox, PA. On November 4, 2024,



Dave Brown Stone LLC.
48716 Rute 6
Laceyville, PA 18623
(570) 665-9295

Northern Tier APEX Accelerator

The APEX was able to help Dave Brown Stone LLC. register in SAM.gov and add in pertinent NAICS codes to their profile. After registering in SAM, the APEX provided an overview of how to use the company's NAICS codes to search for contract opportunities in the SAM search system. Also, the APEX was able to help the

a meeting was conducted at the location to review the solicitation and explain what was required. North Central's APEX Accelerator attended this meeting. After a short while Yardworks, Inc. reached out to North Central's APEX Accelerator for assistance with the solicitation. Since the beginning of the solicitation pursuit, Yardworks, Inc. overcame many hurdles with North Central APEX Accelerator's assistance. A non-exhaustive list follows:

- Recovered SAM.gov account & brought registration current
- Assisted with guidance working with the DLA Help and the Federal Service Desks
- Acquiring a CAGE Code
- Worked with the Army Corps. of Engineers Contracting Office with time constraints that were plaguing Yardworks, Inc.
- Assisted with creating PIEE and SPRS accounts for submission of the NIST 800-171 Self-Assessment Score
- Started the necessary steps needed to assist with submission of bid for the solicitation and in preparation for getting Defense Industrial Base Ready

Much progress has been made. However, we discussed continuing work with Socioeconomic HUBzone certification. While Yardworks, Inc. awaits a (hopefully positive) response to the solicitation, we continue to work on Cybersecurity Compliance. Together, North Central APEX Accelerator and Yardworks, inc. are on the edge of gaining that first federal government contract.

company create a ConstructConnect Profile to provide the company with daily contract opportunity reports on a more local level.



U.S. Army Corps of Engineers (USACE)
PA Western Division

Southern Alleghenies APEX Accelerator

USACE administers a large number of projects in western PA, such as locks, dams, etc. There is typically an office, park and/or facilities component to those projects. Thus, maintenance, like janitorial and landscaping services are needed at these facilities, and are contracted out as federal contracts/subcontracts.

This report/story is specific to meetings/discussion with USACE contracting officers (KOs) and the APEX Accelerator regarding the East Branch Dam outside of Wilcox, Elk

County, PA.

Discussions with USACE Contracting Officers revealed that most of their contractors had no idea what was coming for cybersecurity requirements that are now contracting law for DoD-funded contracts. These requirements also flow down to subcontractors. The USACE Contracting officers were concerned that current and proposed vendors would not be able to meet the cybersecurity requirements. The KO's didn't think contracts would require more than a CMMC level 1 (the base level of cybersecurity certification).

Plans began in Nov 2024 to provide a "NIST 800.171/CMMC 101" style class in Jan/Feb 2025 to get these contractors on the path, provided by the APEX. In most cases, there are simple operating systems' changes and protocols that can be implemented at no - to limited cost. There are also free resources for these contractors (finally) to help them implement this.

It was humbling that an agency reached out to our program to provide this training and the APEX Accelerator is happy to help on this project.

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