



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, Northern Tier and JARI regions, we are grateful for you, our hardworking business clients.



D-n-R Solutions, LLC.

600 N. Tionesta Ave.
Kane, PA 16735
(814) 598-6430

Pressure Reduction, LLC.

165 Lewis Lake Rd.
Union Dale, PA 18470
(570) 840-7950

North Central APEX Accelerator

D-n-R Solutions, LLC is small start-up company located in north central Pennsylvania's McKean County, which is within North Central Commission's area of service. Robin Imbrogno, owner, contacted APEX Accelerator in the spring for assistance with her business. Her business consists of forestry work such as herbicide spraying, pest control, etc. Robin became a client. After the initial contact, much work

Northern Tier APEX Accelerator

The NTRPDC APEX Accelerator, Kim Jennings, provided targeted assistance to Pressure Reduction, LLC, a veteran-owned small business led by Stephen Pendrak. Stephen approached the APEX Accelerator seeking guidance on navigating federal registration and certification processes in order to expand his company's opportunities in the government contracting marketplace.

has started to assist with her business development with respect to government contracting. Since spring of 2025, D-n-R Solutions LLC overcame many hurdles with North Central APEC Accelerator's assistance. A non-exhaustive list follows:

- Registering in System for Award Management
- Introduction to PennWest Clarion SBDC for business assistance
- Set up as a supplier in the state of Pennsylvania
- Help set-up with the Pennsylvania solicitation bid eAlerts
- Constructing a Capability Statement
- Assisted with the SBA Woman Owned Small Business, Economic Disadvantaged Woman Owned Small Business and HUBzone certifications
- Update her Dynamic Small Business Search
- Review bid proposal with the Allegheny National Forest
- Sending PA solicitation bid eAlerts

Robin's company won a contract with the Allegheny National Forest to conduct herbicide treatment on 295 acres. Plans are to continue working with Robin to keep building her business by bidding on government agency solicitations, becoming a government contractor as both a prime or, a sub-contractor.

Kim worked closely with Stephen to successfully obtain a Unique Entity Identifier (UEI) and a CAGE Code through SAM.gov—two foundational requirements for pursuing federal contracts. Together, we reviewed each step of the registration process, addressed system challenges, and ensured the business profile was accurately completed and compliant.

Following SAM.gov registration, Kim provided continued support as Stephen began the Small Business Administration's Veteran-Owned Small Business (VOSB) certification process. This included reviewing eligibility criteria, helping him organize required documentation, and guiding him through the application portal. With this assistance, Pressure Reduction, LLC has advanced significantly toward securing VOSB certification, which will enhance its competitiveness and visibility in both federal and state procurement opportunities.

Stephen's proactive engagement, combined with the APEX Accelerator's one-on-one support, has positioned Pressure Reduction, LLC for success in the government marketplace. This collaboration reflects our mission to empower local business with the tools and knowledge needed to access federal contracting opportunities and grow within our region.

The Southern Alleghenies APEX is proud of our clients and their successes in government contracting. Not only are we proud for the clients, but we use their successes as case study/best practices for other clients. Our door is open and we are happy to assist your company with its government contracting needs!





North Fork Grinding & Machining

166 Tire Hill Road #2
Johnstown, PA 15905
(814) 288-1242



Joseph T. Berrena Mechanicals Inc.

279 Standing Stone Ave.
Huntingdon, PA 16652
814-643-2645

JARI APEX Accelerator

APEX Accelerator connects local manufacturer to Cybersecurity Resources. When North Fork Grinding & Machining reached out for help with CMMC Level 2 compliance, the JARI APEX Accelerator quickly stepped in to provide a solution. Recognizing the importance of cybersecurity for defense contractors, APEX facilitated a connection with the PA Cybersecurity Resource Center (PCRC), a grant-funded program managed by Concurrent Technologies Corporation.

Through this partnership, North Fork Grinding and Machining was offered a virtual introductory meeting to review compliance needs and explore available resources. Following the meeting, the company gained access to 24 hours of free professional services, including gap assessments and compliance planning-critical steps toward meeting Department of Defense requirements.

This collaboration demonstrates how APEX helps local businesses overcome complex regulator challenges by leveraging trusted partners and grant-funded programs. By ensuring cybersecurity readiness, APEX strengthens the regional defense supply chain and positions small manufacturers for future contract opportunities.

Southern Alleghenies APEX Accelerator

Joseph T. Berrena Mechanicals, Inc. (JTBM) is a small, service-disabled-veteran-owned HVAC supplier and installer in central PA and a longtime client of the APEX. The owner had some business at a Washington, D.C. area Veterans Affairs Medical Center (VAMC) when he had a conversation with a prime contractor on rooftop unit installation at various VAMCs on the eastern coast of the U.S. The prime was having manpower issues in these installation projects, as well as a project for Housing and Urban Development (HUD).

Following discussions with the Southern Alleghenies APEX counselor Gloria Brooks, a teaming agreement between JTBM and the prime was suggested. The prime agreed to it, and JTBM is on a BPO worth \$5 million. JTBM was awarded a pair of contracts for HVAC services and systems' installations at the DC and Martinsburg, WV VAMCs through the aforementioned BPO.

Gloria also advised JTBM of recent changes to P-card and micro purchase thresholds, which started the discussion on the prime/VAMC situation. The Southern Alleghenies APEX Accelerator assisted the client in developing a teaming agreement for JTBM and the prime. JTBM had never done a teaming agreement prior to this. The APEX is very proud of the contract win for JTBM, and the positive economic impact to Huntingdon County, PA.

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