



*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.*



**Mersen USA GS Corp.- St. Marys**

215 Stackpole St.  
St. Marys, PA 15857  
(814) 781-1234

**North Central APEX Accelerator**

Mersen is a large company located in north central Pennsylvania's Elk County. Mersen is one of the leading manufacturers of isotropic graphite. Kiel Nissel, who is Technical Sales Engineer, was approached by the Department of Defense, Defense Logistics Agency to review a Request for Proposal for Iso Molded Graphite for a possible new supplier. Kiel contact North Central's APEX Accelerator for technical assistance for a pre-solicitation synopsis



**Moose's Enterprises LLC.**

2849 Sylvania Rd.  
Bradford, PA 16947  
(570) 297-4241

**Northern Tier APEX Accelerator**

The NTRPDC APEX, Kim Jennings, assisted Moose's Enterprises through the SAM renewal process. Then, the counselor assisted Moose's in creating an account on the SBA website and began the process of obtaining their Veteran Owned Small Business Certification (VOSB).

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for the DLA. North Central's APEX Accelerator had the opportunity to provide assistance with the Request for Proposal. APEX Accelerator reviewed the requirements of the RFP and provided input regarding information needed for the process.

By engaging and providing assistance to Mersen with the Request for Proposal for the pre-solicitation could possibly open up avenues for a large company in North Central's area to become a supplier to the Defense Logistics Agency. Therefore, Mersen could become a Defense Industrial Base Supplier which would economically benefit this local area and perhaps create jobs.

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!



Berkebile Excavating Company Inc.

907 Tire Hill Rd.  
Johnstown, PA 15905  
(814) 288-6648



Jennifer Judd Designs, LLC.

224 South Bedford St.  
Bedford, PA 15522  
703-589-3553

**JARI APEX Accelerator**

Berkebile Excavating Company, Inc., founded in 1978 by Todd J. Berkebile, has long been recognized as one of Johnstown, Pennsylvania's leading excavators and contractors. Recently, the JARI APEX Accelerator assisted the company in renewing its SAM registration by outlining acceptable documentation to verify its legal business, name address and other details. APEX also recommended contacting the Federal Service Desk for additional support and introduced Berkebile Excavating to its Bid Match service, helping the company identify contract opportunities that align with its

**Southern Alleghenies APEX Accelerator**

Providing an update to a previously reported potential contract: DMA DBA as Framework Strategies was awarded the Western PA Continuum of Care (CoC) contract to continue support for working with the homeless and housing providers so Jennifer Judd, Jennifer Judd Designs, an SDVBE Graphic Design business based in Bedford County is now working with the agency as a Communication's Consultant. A significant focus of this contract's work includes the development of 501c3 organization as well as increasing engagement with the larger community around the issue

services and industry focus.

The JAI APEX Accelerator's support was crucial in helping Berkebile Excavating Company, Inc., remain competitive in the federal marketplace. By guiding the firm through its SAM registration renewal, APEX ensured that the business regained their eligibility to pursue federal contracts.

The introduction to Bid Match services further positioned the company to identify opportunities that directly align with its core capabilities, strengthening its ability to secure projects that support long-term sustainability.

of homelessness. The goal is to increase volunteerism, engage landlords and employers, and engage specific target groups. Adding an artist & graphic designer to the team was a way to add skills to this outreach and communication effort. Jen's experience with designing for social issues as well as volunteering for community non-profits also added value to the proposal.

The project year kicked off with a two-day executive committee retreat in Pittsburgh, PA where strategic priorities were outlined for the Framework Strategies and Jen helped shaped some the discussions regarding communication planning and branding for the new management entity, the Housing Coalition of Western Pennsylvania.

Staff assisted with compiling a database of various agencies (state and federal) and emailed the capabilities statement to contracting officers and other important contacts. Staff had suggested some minor changes to the capabilities statement that increased legibility and communication of goals and experience.

Additionally, staff has been reviewing all the contract documents, timekeeping, and invoicing to be sure that everything conformed to requirements since this is Jen's first subcontract!

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