



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



Cummings Lumber Company Inc.

21756 Route 14
Troy, PA 16947
(570) 297-4771

North Central APEX Accelerator

D-n-R Solutions, LLC is a small start-up company located in north central Pennsylvania's McKean County, which is within North Central Commission APEX Accelerator's area of service. Robin Imbrogno, owner, contacted the APEX Accelerator for assistance with her business. Due to her location near the Allegheny National Forest, she wanted to pursue government contracting. The business focus

Northern Tier APEX Accelerator

This quarter, the Northern Tier Regional Planning and Development Commission's APEX Accelerator provided targeted technical assistance to Cummings Lumber, a longstanding business based in Troy, Pennsylvania. Cummings Lumber sought assistance after encountering issues accessing their Grants.gov account-an essential platform for identifying and applying for federal funding opportunities. Upon review, it was determined that updates

of work is forestry work such as herbicide spraying, pest control, etc. After Robin became a client, much work has been accomplished. Her company has been set up as a supplier by registering as a supplier both on the federal and state levels. During the past couple of months, work has been done to update the SAM registration and the SBA Small Business Search. On February 5th, Robin was awarded her SBA's Woman Owned Small Business, Economically Disadvantaged Woman Owned Small Business, and HUBzone Certifications. Robin now has turned her direction toward receiving a Small Disadvantaged Business Certification with the state of Pennsylvania. Information was presented to her to concerning the PAUCP Application Program. This will help obtain the SDB Certification and make her more appealing for government contracting work. Plans are to continue collaborating with Robin to keep building her business by bidding on government agencies, both federal and state, solicitations, and becoming a government contractor both as a prime and a subcontractor.



AI In Government Contracting Presentation

Planning and execution of a live (in-person) presentation on Artificial Intelligence (AI) in Government Contracting. The goal was for attendees to understand how AI/LLMs are used in government contracting, both on the government end and at the contractor/respondent end. The event occurred in Altoona on March 25th, 2026, and was presented by Professional Staffing Solutions, LLC (APEX client) and the Southern Alleghenies APEX Accelerator.

In planning of upcoming events for the program year, APEX Specialist, Gloria Brooks was tasked with producing a live outreach event. She came up with the idea on the use of Artificial Intelligence following discussions with PS Solutions. As AI is considered a critical tech area as designated by OSBP, this outreach event was timely with the expansion of AI in our society and economy.

Plans are to have a continuing them of AI/LLMs and government contracting

to their System for Award Management (SAM.gov) registration were required to restore full functionality and access.

As the APEX Accelerator serving the Northern Tier region, I worked closely with Cummings Lumber to navigate the SAM.gov update process. This included reviewing and correcting entity registration details, ensuring compliance with current federal requirements, and resolving any barriers preventing account access. Given the interconnected nature of SAM.gov and Grants.gov, accurate and active registration was critical to regaining entry into the grants system.

Through targeted, hands-on assistance, Cummings Lumber's SAM.gov registration was successfully updated, and their access to Grants.gov was restored. This resolution allows the company to once again pursue federal funding opportunities that support business growth and operational improvements.

This engagement highlights the importance of maintaining current federal registrations and demonstrates how APEX Accelerator services provide essential technical support to help businesses overcome administrative barriers and remain competitive in pursuing government resources. Competitiveness and visibility in both federal and state procurement opportunities.

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!





MHK Technologies, Inc.

225 Vine St.
Johnstown, PA 15901
(240) 426-0699

JARI APEX Accelerator

MHK Technologies has been a client of the JARI APEX since 2009. They have had some contracting success as recently as January 2026 with NOAA, but were interested in expanding their market, including CTAs listed by OSBP.

The APEX Accelerator Counselor met with Mr. Roach at JARI headquarters. During this introductory meeting the new APEX Accelerator Counselor, Lorie Singer, was able to learn more about MHK Technologies, Inc. the work that they do, and plans for the business. Ms. Singer added the search terms as requested and is looking for opportunities to assist the company in achieve their goals. One of the search terms was based on information related to an upcoming RFP with award potential of \$3-4 Million. MHK Technologies successfully updated their search terms, increasing their opportunities and expanding their growth potential, and will be following up in future quarters.



Carnegie Equipment Inc.

5930 6th Ave.
Altoona, PA 16602
814-942-0691

**Southern Alleghenies APEX
Accelerator**

Carnegie Equipment Inc. is a small business in Altoona, PA. Mike Miduri, Director of Sales had contacted the APEX Accelerator staff for assistance with completing specific lines within a proposal for a pizza oven. Once the information was entered Mike was able to submit the proposal.

Two weeks later Mike received a PO from Architect of the Capitol (AOC) Library of Congress in Washington in the amount of \$27,000 for the pizza oven.



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

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



Try email marketing for free today!