



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.



Clearfield Metal Technologies

114 Appalachian Drive
Clearfield, PA 16830
(814) 242-9647



BJ Inspections Inc. & Talon Resources

246 Maple Street
Tioga, PA 16950
(814) 367-0419

North Central APEX Accelerator

Clearfield Metal Technologies is a powder metal manufacturing facility located in north central Pennsylvania's Clearfield County. During the fall of 2025, Clearfield Metal Technologies was introduced to the possibilities of government contracting to help expand their market portfolio. After CMT became a client of the APEX Accelerator, much work proceeded.

Since the introduction, Clearfield Metal Technologies overcame many hurdles with North Central APEX Accelerator's assistance. A non-exhaustive list follows:

Northern Tier APEX Accelerator

This quarter, the Northern Tier Regional Planning Commission's APEX Accelerator provided certification assistance to two Pennsylvania businesses of the same ownership, helping them strengthen their competitiveness in the government marketplace.

BJ Inspections, located in Westfield, PA, received assistance in obtaining its HUBzone certification. This designation expands the company's opportunities to compete for federal contracts set aside for

- Assisted with registering in the System for Award Management
- Introduction to SBA Socio-economic certifications-HUBzone Certification
- Introduced and assisted with development of Capability Statement
- Introduction to Project Spectrum & the NIST 800-171 Self-Assessment
- Worked on Cybersecurity CMMC 2.0 Levels 1 & 2
- Setting up account in DLA Internet Bid Board System
- Setting up accounts in PIEEE, SPRS & JCP Portal
- introduction to SBA Search Certifications website
- Assisted with JCP Certification Application

Much Progress has been made. CMT was awarded their JCP Certification in June. However, work continues. Now that Clearfield Metal Technologies has received their JCP Certification approval, they can start reviewing the DLA Internet Bid Board System to review C-Folders for bidding on solicitations. Also, CMT was educated on the HUBzone Certification. They are interested in starting this process. Once this application get initiated and approved, it will assist in preferential consideration to those businesses with federal government set-aside contracts.

Together, North Central APEC Accelerator and Clearfield Metal Technologies are working to continue this government contract journey to become part of the defense industry base.

The importance of the success of Clearfield Metal Technologies is helping this company with expanding their marketing portfolio with government contracting. The work is to assist this company to become defense industrial based. And assisting this company with the SBA HUBzone Certification could help bring capital to this area and help to revitalize a Historically Underutilized Business Zone in North Central part of Pennsylvania. This would be very advantageous to this rural area.

businesses located in Historically Underutilized Business Zones, opening the door to new revenue streams and long-term growth.

The program also assisted Talon Resources, also of Westfield, PA, in successfully pursuing Women-Owned Small Business (WOSB) certification. Achieving WOSB status positions the company to compete for federal contracting opportunities reserved for women-owned businesses, enhancing its visibility and access to procurement opportunities.

By guiding both company through the certification process, the Government Procurement Program helped remove administrative barriers, ensured accurate and timely application submissions, and equipped each business with valuable tools to pursue new government contracting opportunities. These certifications provide a stronger competitive position in the federal marketplace and support continued economic growth within the Northern Tier 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!



AlaFour, LLC.
254 Locust Street



Joseph T. Berrena Mechanicals, Inc.
279 Standing Stone Avenue
Huntingdon, PA 16652

JARI APEX Accelerator

AlaFour, LLC. is a small woman-owned software development company started in 2026 and is located in Southwest Central's Somerset County. Business owner, Wendy Parker, contacted the JARI APEX Accelerator requesting assistance with registering the business in SAM, getting SBA certifications, and help identifying opportunities in the region. The business focuses on customer software development, application maintenance, integration and modernization projects for government and commercial clients.

APEX Accelerator Counselor, Lorie Singer, met with Ms. Parker virtually and by phone during the SAM registration process, which was successfully completed. Ms. Singer was also able to introduce Ms. Parker to local business owners that could be an opportunity for partnering on government contracts. As a small woman owned business, Ms. Parker's involvement on contracts would open an additional avenue for government set-asides for other software developers in the region, and has the potential to increase contracts awarded to the area.

Southern Alleghenies APEX Accelerator

Joseph T. Berrena Mechanicals Inc. (JTBM) is proud to highlight a major milestone in our continued support of critical government infrastructure: the successful award the execution of a contract for the replacement of six large-scale boiler systems at Stewart Air Force Base in New York.

The project represented a significant achievement for the company, reinforcing our reputation as a trusted mechanical contractor capable of handling complex, mission-critical HVAC and boiler system upgrades in secure and operational environments. After a highly competitive procurement process, proven experience, technical expertise, safety record, and ability to deliver high-quality work on demanding federal projects.

The scope of work included the removal and replacement of six aging boiler systems that were essential to maintaining reliable heating across key base facilities. The team developed a comprehensive execution plan that prioritized minimal disruption to base operations, ensuring continuity of service in a mission-sensitive environment. Careful coordination with base personnel, strict adherence to federal and military standards, and detailed scheduling allowed the team to phase the work efficiently and safely.

The Southern Alleghenies APEX Accelerator assisted JTBM in this bid by first identifying it in SAM and assisting the company in retrieving the bid documents. The APEX reviewed the bid response by JTBM, providing feedback as well as where to send the documents. The Southern Alleghenies APEX Accelerator is quite proud of the ongoing work that Joseph T. Berrena Mechanicals, Inc. is performing for the Defense Industrial Base.

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