



Upcoming Events

Part of our mission at the PTAC is to provide training to our clients and members of the business community. We are very excited to announce these upcoming training events:

- St. Francis University Small Business Development Center (SBDC) Workshops

These workshops cover basic information needed to start a business. The workshops last approximately 3 hours. More information and registration here:

<https://www.francis.edu/SBDC-Workshops/>

- Veteran-Owned Small Business Seminar

May 4, 2017 in Altoona, PA 8:30 - Noon

We will cover the rules and benefits of being a Veteran-owned small business, and how to register your company. Guests include a representative from the DVA's CVE program.

Register now: [Email Gloria Brooks](#)

- *The ever-popular* Doing Business With Penn State

June 9, 2017 in State College, PA 9 AM - Noon

Registration information will be posted shortly.
(Note date change from March newsletter)

- SBA Matchmaking/DYNET Pittsburgh event

May 25, 2017

Registration information will be available in April. This event will bring businesses and local, state, and federal agencies together for a day of networking and education. More information will follow.

If you have any questions about these events, please contact James Gerraughty, PTAC Program Manager, at [James Gerraughty](#) or (814) 949-6528

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Non-Profit Program Gains National Attention

This is one of the PTAC's clients, and we're very happy to see them being recognized for their hard work.

By Karina Cheung, WTAJ News

Altoona, Blair County, Pa. - Imagine a place where you can create anything you can put your mind to, well this place actually exists in Blair County.

Now, it's being recognized this Summer at a national educational tech conference.

Blair County native Andrew Trexler always wanted a place like this growing up.

It's where people can create anything they can imagine and it's called "Catalyst Space." "The goal is to share our information and our findings. How can we make the world a better place," explained Trexler.

Catalyst Space developed Club Co-Create. It's an educational program for kids, but it doesn't have a set list of projects, instead the ten students in the group create their own. Right now they're working on building a life-size robot.

"They'll challenge us on their thoughts, allow us to be better and it gives them a place to find new ideas to make their new ideas better," said Trexler. "If they want to use something they'll ask. Kids are curious. Anyone that wants to do something new is rather curious and will ask questions and let them gravitate towards it. Don't tell them what to do."

Altoona Blair County Development President Stephen McKnight says this type of space is beneficial to the entire community, especially entrepreneurs. [Read More](#)

Donald Trump, Palantir, and the Crazy Battle to Clean Up a Multibillion-dollar Military Procurement Swamp

By Steven Brill

Peter Thiel's software company says it has a product that will save soldiers' lives-and hundreds of millions in taxpayer funds. The Army, which has spent billions on a failed alternative, isn't interested. Will the President and his generals ride to the rescue?

PTAC Note: This is a long, but very informative, read about some of the very procurement issues PTAC counselors deal with. We at the Southern Alleghenies PTAC hope you enjoy it.

[Read Complete article](#)

(Accessed 03/29/2017)

Father/Son Companies Were Affiliated, Says SBA OHA

by Steven Koprince

Companies controlled by a father and son, respectively, were affiliated under the SBA's affiliation rules because there was no clear fracture of the family members' business relationships.

In a recent size appeal decision, the SBA Office of Hearings and Appeals held that a son's company was affiliated with a company owned by his father because the son had worked for many years at the father's company, the son's company leased office space from the father's company, and the two companies engaged in significant amounts of subcontracting.

OHA's decision in ProSol Associates, LLC, SBA No. SIZ-5813 (2017) involved a Marine Corps solicitation seeking a contractor to provide IT training. The solicitation was issued as a small business set-aside under NAICS code 611430 (Professional and Management Development Training), with a corresponding \$15 million size standard.

After evaluating competitive proposals, the Contracting Officer notified offerors that ProSol Associates, LLC ("PSA") was the apparent awardee. After receiving the notice, an unsuccessful competitor filed an SBA size protest. The competitor alleged that PSA [The Case](#) (Accessed 03/29/2017)

About Us

The PTAC at SAP&DC is an economic development entity that bridges the gap between supplier and buyer in the government marketplace. The PTAC stands ready to support businesses in the Alleghenies region in their pursuit to secure contracts with local, state and/or federal government agencies nationwide by:

- Identifying niche government markets and specific contract opportunities
- Assisting with bid and proposal preparation

A GAO report in 2009 found that of the 63 largest Pentagon programs only 13 were on budget and on time. The rest were over budget by a combined \$296 billion.

SAP&DC
PTAC

- Preparing the required vendor registrations
- Navigating your company through the requirements and procedures of government contracting
- Enhancing competition by obtaining applicable socio-economic certifications
- Providing guidance to ensure successful post-award contract performance

Due to the generous support of our Commonwealth and Federal funding partners, services provided by the PTAC are free of charge.

Whether you are an experienced contractor or new to the government marketplace, the PTAC will provide one-on-one counseling utilizing the following program resources to increase your share of contract awards.

PTAC Resources

- Electronic Bid Matching for products and services
- Military/Commercial specifications and standards
- Past procurement information and pricing histories
- State and Federal regulations guidance
- Professional training and outreach events
- Quality assurance and packaging guidance

Contact us today at The PTAC at SAP&DC to get started!
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