



Progress Through Regional Cooperation In The Alleghenies



Issue No.
12-17

UPCOMING EVENTS

Doing Business With Penn State

Tuesday, December 12, 2017

10:00 a.m. to Noon

Centre County Recycling & Refuse Authority
253 Transfer Rd., Bellefonte, PA 16823

This is a repeat performance of how to do business with The Pennsylvania State University and its 19 Commonwealth Campuses. Duane Bullock and Vern Davis will go through the contracting process, what Penn State is looking for in contractors, and answer any questions you might have. SAPDC PTAC is doing this in partnership with SEDA-COG PTAC.

[Register Now](#)

Doing Business with PA Army Depots

Thursday, December 14, 2017

13:00 to 14:30

Online Webinar

This is an online version of what was presented at the PA Services Industry Day in Mechanicsburg on October 18, 2017. Kelly Rhodes of Letterkenny Army Depot and David Kern of Tobyhanna Army Depot will be reviewing what the two locations are looking for in terms of services from small businesses in support of the warfighter. There will be opportunities for Q&A in this interactive online event!

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'Tis the Season...

We here at the Southern Alleghenies PTAC wish all of our clients and stakeholders a warm and happy holiday season! We also look forward to serving you in 2018!

Happy Holidays!

Gloria, Jill & James



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SA PTAC CLIENT SUCCESS STORIES

By Gloria Brooks

Bella Lucia Inc. in Altoona, received their COSTARS 7 Contract (Food) - starting the process back in August and submitting the paperwork in October and receiving approval in November was a quick turn-around for this. "COSTARS" is the Commonwealth of Pennsylvania's cooperative purchasing program. The COSTARS approach to cooperative purchasing uses the purchasing power of local entities, to obtain more competitive pricing and choice than individual purchasers might be able to obtain on their own.

Joseph T. Berrena Mechanicals Inc. in Huntingdon, received their service-disabled veteran owned small business (SDVOSB) certification through the Office of Small and Disadvantaged Business Utilization (OSDBU). They submitted their paperwork in October and received their SDVOSB certification in November.

If you are interested in obtaining more information on the COSTARS program or SDVOSB, please don't hesitate in contacting the PTAC either by email or telephone.

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WOSB Program: Company Ineligible Because Husband Managed Business

By Steven Koprince

A self-certified woman-owned small business was ineligible for a WOSB set-aside contract because the woman owner's husband held the company's highest officer position and appeared to manage its day-to-day operations.

A recent SBA Office of Hearings and Appeals decision highlights the importance of ensuring that a woman be responsible for managing the day-to-day business of a WOSB-and that the woman's role be reflected both in the corporate paperwork and in practice.

OHA's decision in Yard Masters, Inc., SBA No. WOSB-109 (2017) involved an Army solicitation for grounds maintenance services. The solicitation was issued as a WOSB set-aside under NAICS code 561730 (Landscaping Services), with a corresponding \$7 million size standard.

After evaluating competitive proposals, the Army awarded the contract to Yard Masters, Inc. A competitor then filed a WOSB protest, alleging that Yard Masters was ineligible. The protester contended that a man, Bryce Wade, was Yard Masters' majority owner and President until recently and that he still exercised control over the company.

In response to the protest, Yard Masters admitted that Bryce Wade had previously been the majority owner, but that he had recently sold stock to his wife, Sally Wade, making her the 51% owner. Yard Masters also produced Sally Wade's resume and meeting minutes, showing that Sally Wade was the Chief Executive Officer.

The SBA Director of Government Contracting examined Yard Masters' bylaws, and determined that the bylaws "do not create a CEO position" or assign any duties to the CEO. Instead, the bylaws identified the President (a position held by Bryce Wade) as the "chief executive and administrative officer of the corporation." The SBA also noted that "Bryce Wade signed [Yard Masters'] proposal and its contract documents for the instant procurement," as well as the company's tax returns. The tax returns "identify Bryce, and not Sally, Wade as a compensated officer."

The SBA found that Sally Wade did not control Yard Masters, and issued a determination finding the company ineligible for the Army WOSB set-aside contract. Yard Masters appealed to OHA. [Three key points for WOSB](#)

(Accessed 11/27/2017)

Army and Navy Cyber Command Ready Way Ahead of Schedule

By Joseph Marks

The Army and Navy components of the military's Cyber Mission Forces have reached full operational capability, the services announced Thursday, beating their 2018 deadline by roughly a year.

The Army and Navy announcement marks a major milestone for U.S. Cyber Command,

which has grown since 2010 from a rough plan to build a military unit complementary to the largely civilian National Security Agency to what will soon be a full combatant command. Together, the Army and Navy components comprise about 60 percent of the 6,200 cyber troops divided among 133 teams that will make up a fully operational U.S. Cyber Command next year.

The remaining 40 percent of troops will come from the Air Force and Marine Corps. Cyber Command, which reached initial operational capability last year, is responsible for protecting Defense Department computer networks and digital components of weapons systems at a high, strategic level and with assisting other military units with digital defense.

The command can also be tasked with helping to defend U.S. critical infrastructure, such as energy plants, water plants and airports if they're facing digital attacks.

The command is tasked with conducting offensive cyber attacks and other cyber operations if directed by the President. [Defense Dept. historically cagey](#)

(Accessed 11/27/2017)

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
- 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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