



PTAC TALK



May 2017

Volume 7, Number 2

A newsletter of the Northwest Pennsylvania Regional Planning & Development Commission's Procurement Technical Assistance Center (PTAC).

Proudly serving the northwestern Pennsylvania counties of Clarion, Crawford, Erie, Forest, Lawrence, Mercer, Venango and Warren.

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YOUR NORTHWEST COMMISSION PTAC TEAM:

Robyn Young
Government Contracting Manager
robyny@northwestpa.org

Robyn Young Named PTAC Manager

In February, the Commission's Executive Director, Jill Foys, announced Robyn Young as the Commission's new Procurement Technical Assistance Center (PTAC) Manager. Robyn has been with the Commission as a Government Contracting Specialist for the past 5 years. Within that time, Robyn has earned certifications by the VA as a Certified Vet Verification Counselor and by the Association of Procurement Technical Assistance Centers as a Certified Procurement Professional. She has also planned & presented numerous training workshops and special events, and has provided hundreds of hours of counseling to area businesses.

Jill noted in her announcement of Robyn's promotion that "Robyn's experience and energy will serve her well as she takes on her new role."

Congratulations, Robyn! The staff of the Northwest Commission join in congratulating Robyn; we look forward to working with her in her new position.

The Commission's PTAC office is staffed by Robyn Young, PTAC Manager, who covers the counties of Erie and Warren, and Melissa Becker, Government Contracting Specialist, who assists businesses in the counties of Clarion, Forest, Crawford, Lawrence, Mercer and Venango.

REFER A FRIEND! What PTAC Clients are Saying

The PTAC thanks our many clients who responded to our 2016 Satisfaction Survey. We are proud to serve our region and strive to provide quality service to our area businesses.



"The Northwest Commission makes it so much easier to work through the paperwork. They always answer my questions or direct me to the proper website or person. We are very thankful for their services."

"Your help is very useful."

"It is a pleasure working with such a knowledgeable group of people."

"The entire team is top notch. Robyn Young always goes above and beyond."

"Anyone we've ever had to deal with from your office has always been professional, courteous and knowledgeable."

"Northwest is very helpful and encouraging."

If you know of a business that could benefit from the services of the PTAC, please refer them to us! Our ultimate goal is to increase

Melissa Becker

Government Contracting Specialist
melissab@northwestpa.org

Visit our website:

<http://northwestpa.org/government-contracting/>



The Northwest Commission PTAC, which serves as a Procurement Technical Assistance Center (PTAC), is funded in part through a cooperative agreement with the Defense Logistics Agency (DLA).

Pennsylvania Small Business Week

April 30 – May 6, 2017

Check out special PA Small Business Week events, news and resources at <http://pasmallbiz.dced.pa.gov/>.



QUICK UPDATES State:

RESOURCE: COSTARS e-Newsletter

If you are a COSTARS Supplier or are interested in this cooperative purchasing program, the COSTARS Team in Harrisburg issues a quarterly newsletter called "COSTARS Connection".

This newsletter is a great resource on topics such as COSTARS program growth, online training

small business revenues, create jobs, and improve the regional economy. For more information on our services, please send your business peers to our website: <http://www.northwestpa.org/government-contracting>.

GSA Explores Replacement of DUNS Number

The General Services Administration (GSA) is looking for potential options to replace the proprietary system it currently uses to identify and track entities that do business with the federal government. GSA is the federal agency that, among many other things, manages the System for Award Management (SAM).



GSA issued a request for information in February to gather feedback from vendors and other parties interested in providing government-wide entity identification and validation services at the expiration of the current contract, held by Dun & Bradstreet. The pre-solicitation signals GSA's intent to move to a more open system with requirements for unrestricted use and reuse of generated data.

Known as the DUNS number — short for Data Universal Number System — Dun & Bradstreet's system allows the federal government to track its business with contractors, from pre-award to post-award, in GSA's System for Award Management.

However, the system has garnered criticism for its costly proprietary nature, particularly as federal agencies close in on implementation of the DATA Act, which requires use of such a unique entity identifier to track federal spending. The Government Accountability Office warned Congress in 2012 that Dun & Bradstreet was effectively developing a monopoly resulting in higher costs over the years.

"This effective monopoly results in part from government regulations and directives that require contractors, grantees, and other entities seeking to do business with the government to obtain a DUNS number," the GAO letter says...

...GSA's contract with Dun & Bradstreet, with whom the agency has done business since the 1970s, will expire in 2018.

According to a GSA release, "The government is exploring all viable means of continuing to meet its ongoing need for entity identification and validation services after the contract's expiration. Additionally, both the [Federal Acquisition Regulation] and [Code of Federal Regulations] regulations have recently been revised to remove any proprietary references to Dun and Bradstreet (D&B) and DUNS," making the government open to a possible replacement next year. [Read the full article HERE.](#)

The PTAC will continue to follow this topic and keep our clients informed of any updates.

SOURCE: <https://www.fedscoop.com/gsa-explores-replacement-duns-number/>

Additional reading/resources:

- <https://www.law360.com/articles/894999/gsa-signals-move-away-from-contractor-numbering-system>
- <https://interact.gsa.gov/blog/gsa-issues-request-information-entity-identification-and-validation-services>
- <https://fcw.com/articles/2017/02/13/gsa-duns-rfi.aspx>

modules, upcoming webinars and more!

The current Spring 2017 issue can be viewed at <http://www.dgs.pa.gov/Documents/COSTARS/Spring2017FINAL.pdf>.



Additional resources, including past newsletters, training videos & more, are available at: <http://www.dgs.pa.gov/Local%20Government%20and%20Schools/COSTARS/Program-Resources/Pages/default.aspx#.WJM9clUrLIU>

QUICK UPDATES Federal:

HUBZones Updated

Earlier this year, the Small Business Administration (SBA) updated the list of HUBZone Qualified Census Tracts and Qualified Non-Metropolitan Counties.

Lists of the current HUBZone designated areas are available at <https://www.sba.gov/contracting/government-contracting-programs/hubzone-program/hubzone-maps>. As of March 2017, the spreadsheets reflect the most current HUBZone designations; however, the interactive map has not yet been updated to reflect the 2017 datasets.

There were a few designation changes in our region:

Per the list of [HUBZone Qualified Census Tracts](#): three more tracts in Erie County are qualified, one more in Mercer County is qualified, and two tracts in Venango County

Verification for Veteran-Owned Businesses Extended to Three Years

Effective March 21, automatic extension to be applied to CVE's Veteran-Owned firms



The US Department of Veterans Affairs (VA) has changed the verification eligibility for the Veterans First Contracting Program from a 24 month period to a 36 month period. Participants must now submit a re-verification application only every three (3) years to continue eligibility.

As a result of this change, effective March 21, 2017 all currently verified participants will receive an automatic one (1) year extension on their current eligibility period, beginning on the date of expiration. This change will be reflected in the firm's VIP profile, but updated approval letters will not be sent.

Those companies currently in the re-verification process that have already been assigned a Case Analyst may either: 1) continue with the re-verification process and, if approved, receive a new verification term of three years from the new approval date, or 2) withdraw the application and receive an automatic one year extension of their current verification period, beginning on the date of expiration.

For anyone who has submitted an application for re-verification but has not yet been assigned a Case Analyst, the CVE will administratively remove the application and issue an automatic one year extension of the current verification period, beginning on the date of expiration. For all verified companies that expire prior to March 21, 2017, the CVE will continue processing their open re-verification applications.

The one year extension will not be retroactively applied to expired firms. If the firm has expired and not yet applied for re-verification, a new application must be submitted as normal.

All applications approved on or after March 21, 2017 will carry a three year period of eligibility.

SOURCE: <http://www.aptac-us.org/news/verification-for-veteran-owned-businesses-extended/>

“10 Step Approach to Government Contracting”: Step 8 – Finding Opportunities

As indicated in steps 6 and 7, it's important to become familiar with government procurement policies and websites for those agencies and jurisdictions you would like to do business with.



Your choices may be dictated by geography, business capability, procurement activity, or personal preference. Here are a number of websites to get you started:

FEDBIZOPPS (FBO)

that are currently qualified with be re-designated in January 2020.

Per the list of [Qualified Non-Metropolitan Counties](#): as of March 2017, Forest County is qualified by income & unemployment.

As a reminder, non-metropolitan counties can be qualified in three ways - through median household income ratios, unemployment ratios, and areas designated as difficult development areas outside of the 48 contiguous States.

Please contact the PTAC for help and information regarding the HUBZone program.

Fair Pay & Safe Workplaces Regulation Nullified

On March 27, 2017, President Trump signed a joint resolution under the Congressional Review Act disapproving the Fair Pay and Safe Workplaces Final Rule. Most of the rule's requirements were put on hold in October when a U.S. district court judge in Texas granted a preliminary injunction (discussion available here); however, the rule's paycheck transparency requirements became effective on January 1, 2017. The President's signature will eliminate the entire rule, including the paycheck transparency requirements, relieving contractors of substantial compliance burdens associated with the FAR rules and Department of Labor Guidance implementing the EO.

Source:
<https://www.crowell.com/NewsEvents/Alerts/Newsletters/all/Fair-Pay-and-Safe-Workplaces-We-Hardly-Knew-Yet>

Additional Reading:

- <http://govtcontractsmonitor.jacksonkelly.com/2017/03/short-take-fair-pay-and-safe-workplaces-regulations-nullified-and-underlying-executive-order-13673-r.html>
- <http://www.natlawreview.com/article/it-s-official-fair-pay-safe-workplaces-blacklisting-executive-order-revoked>

The Federal Business Opportunities website (known as “FedBizOpps” or “FBO”) is the single government point-of-entry website for all federal solicitations expected to be over \$25,000, allowing commercial business suppliers to search, monitor and retrieve federal opportunities. The site is free to use to search for opportunities. You can also register as a citizen or vendor (for free) to “watch opportunities” as well as set up a detailed search profile(s) that matches your business capabilities. <http://www.fbo.gov>

DYNAMIC SMALL BUSINESS SEARCH (DSBS)

As you may be aware, the DSBS is linked to a company's SAM registration. When a company registers in SAM and qualifies as a small business (and opts-in to “public view”), that company's profile will be included in the DSBS database. Contracting officers, as well as large prime contractors, use the DSBS as a source for vendors. You can, however, also use it to determine potential competitors or partners.

See http://dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm

AGENCY WEBSITES

Many federal agencies maintain their own website listings of procurement opportunities in addition to posting them on FedBizOpps. Contact the small business liaison for the agency you wish to do business with -- most federal agencies' websites will include a link to their Office of Small and Disadvantaged Business Utilization (OSDBU) or Office of Small Business Programs (OSBP). These are very important offices to connect with when it comes to seeking opportunities with a particular agency or buying office. While on an agency's website, be sure to look for “small business”, “doing business with” and/or “business opportunities” links as well as any forecasts of upcoming procurements.

COMMONWEALTH OF PENNSYLVANIA PURCHASING

The state is interested in doing business with a variety of vendors/service providers. Procurements above \$10,000 are generally posted to the state's online “PA eMarketplace” system. Procurements below \$50,000 (\$100,000 for construction) generally require the solicitation of only 3 quotes or informal proposals—therefore, you should market your goods or services directly to the various state agencies. Search for solicitations by using the search tool at <http://www.emarketplace.state.pa.us/>. You can also sign up for PA eMarketplace “e-alerts” – instructions can be found at <http://www.dgs.pa.gov/Documents/Procurement%20Forms/Supplier%20Service%20Center/E-AlertsGuide.pdf>. And similar to federal agencies, the Commonwealth's various agencies have their own websites; check them out for additional information, resources and points of contact.

PRIME CONTRACTOR WEBSITES

Many large prime contractors have Small Business Liaison Officers (SBLOs) and special areas of their websites for subcontractors seeking to do business with them. Check out their websites for links such as “supply chain management”, “supplier diversity” or “doing business with”. Some federal prime contractors even have their own subcontractor registrations or databases with which you may want to sign-up.

USE THE PTAC

Of course the PTAC is here to assist you in market research and seeking areas of opportunity with federal, state & local government, so be sure to contact us should you need us!

Continue to follow the series “10 Step Approach to Government Contracting” in upcoming issues of PTAC TALK.

UPCOMING EVENTS that may be of interest:

“Marketing Boot Camp” Series

presented by Clarion Univ. SBDC

Dates: May 3, 10, 17 & 24

Location: Venango College, Oil City, PA

Event website: [CLICK HERE](#)

With technology constantly changing, businesses need to be aware of how these changes affect their marketing efforts. If you are wondering how to make your business stand out and get noticed, then join the SBDC for this multi-part series to learn about marketing in this technological age.

- **Seminar 2:** Search Engine Optimization, May 3 (9a- 12:30p)
- **Seminar 3:** Google Analytics, May 10 (9am - 12:30pm)
- **Seminar 4:** Promote Your Business Through Social Media, May 17 (9am - 12:30pm)
- **Seminar 5:** Computer Security – Protect Your Information, May 24 (9am - 12:30pm)

TO REGISTER:

Call the SBDC at (877) 292-1843 or email sbdc@clarion.edu.

Or visit their training website at: <http://www.clarion.edu/sbdc/training/business-workshops/index.aspx> (This event has a registration fee)

DLA Land & Maritime’s Training, Knowledge & Opportunities (TKO) Seminars

Offered quarterly—

NEXT DATES: May 16-17, 2017 and September 12-13, 2017

Location: Columbus, OH

Event website:

<https://tko.dla.mil/>

The TKO Seminars offer 2 days of sessions on teaching vendors how to start doing business with the Defense Logistics Agency (DLA). Vendors will be informed on how to find open solicitations, how to

Reverse Auctions: Beware “Race-to-the-Bottom” vs. a Non-Responsible or Ineligible Bidder

Reverse auctions, while offering obvious advantages to the Government in appropriate circumstances, pose a number of challenges for bidders.



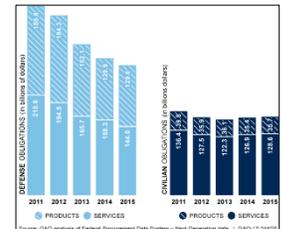
These challenges include the need to exercise bidding restraint, and fight the animalistic instinct or desire to "win," particularly at the cost of bidding too low. This is particularly so where there is no prequalification of bidders, and some bidders, while not foreclosed from bidding, may be non-responsible or otherwise ineligible for award.

The problem, of course, is that the bidder generally does not know the identity or status of competitors. However, the bidder should know its own break-even point, and needs to restrain its own enthusiasm and not bid below the point at which the bidder could make a reasonable profit in light of known performance risks. [Continue reading HERE.](#)

SOURCE: <http://govtcontractsmonitor.jacksonkelly.com/2017/01/reverse-auctions-beware-race-to-the-bottom-vs-a-non-responsible-or-ineligible-bidder.html>

U.S. Government Accountability Office (GAO) Issues Report on Contracting Trends

Released in March, the GAO’s report “CONTRACTING DATA ANALYSIS: Assessment of Government-wide Trends” analyzed contract data and identified overall trends in spending, competition, and contract type.



Federal agencies obligated over \$430 billion through contracts for products and services in fiscal year 2015, accounting for almost 40 percent of the government's discretionary spending. Because spending on contracts consumes a large portion of the federal government's discretionary budget, Congress and the administration have taken steps to strengthen federal contracting practices and enhance oversight of government contract spending.

This report identifies overall trends in defense and civilian agencies' contract obligations from fiscal years 2011 through 2015 (the most recent and complete available at the time of GAO's review), such as trends in competition and use of various contract types. This report includes snapshots of procurement activity at the 10 civilian agencies with the highest levels of obligations in fiscal year 2015 as well as the 3 military departments. All data are presented in constant fiscal year 2015 dollars. GAO analyzed data from the Federal Procurement Data System-Next Generation (FPDS-NG), the government's procurement database, and reviewed prior GAO and Inspector General reports.

[See more, and access the full GAO report HERE.](#)

SOURCE: <http://www.gao.gov/products/GAO-17-244SP>

submit a quote through the DLA Internet Bid Board System (DIBBS), the procedures for viewing/downloading drawings, and how to use Wide Area Workflow/iRAP to get paid.

There will also be topics of discussion on Alternate Offers, Source Approval Requests, Breakout Program, and the Parts Purchase or Borrow Program.

All sessions are held at DLA Land and Maritime, located in Columbus, Ohio free of charge. The only costs attendees may incur is lodging, food and transportation.

Visit the event website for details and registration. (*"Standby List" Registration is currently open for the May 16-17 seminar*).

GOV CONTRACTING NETWORKING/ MATCHMAKING EVENTS:

Buffalo SBA Small Business Matchmaker

Date: May 10, 2017
Location: Depew, NY
Event website: [CLICK HERE](#)

An opportunity to meet with buyers from federal, state, and local government agencies and large businesses. Government Agencies, Prime Contractors and Large Businesses looking for qualified, quality firms to buy products and services they need to fulfill government procurements as well as build their supply chain. (This event has a registration fee)

For registration and contact info, visit the [event website](#).

Dynamic Networking for Small Business ("DYNET") PITTSBURGH

Date: May 25, 2017
Location: Carnegie Mellon University, Pittsburgh, PA

FEDERAL CONTRACTING RESOURCE: Government Contracting Webcasts

Some recent webcasts we've listened to that provide beneficial information...



WOSB Program Changes and Updates:

This podcast, recorded in Nov. 2016, covers some of the changes that have occurred in the Federal WOSB program, including understanding the program, the self-certification option, and more.

Access this podcast at: <http://smallgovcon.com/women-owned-small-business-program/wosb-program-changes-my-game-changers-podcast/>

"Cost" vs "Price" in Federal Contracting:

This webcast will help you understand "cost", "price" and "fee" as they pertain to government contracting and how these components impact a bid proposal.

Listen to this webcast at:
<http://www.contractingofficerpodcast.com/podcasts/cost-vs-price-with-wendy-frieman/>

Of course, please feel free to contact the PTAC for additional information, assistance and guidance on any of these topics!

LOCAL CONTRACTING RESOURCE: PublicNoticePA.com

Public Notice Pennsylvania, www.publicnoticepa.com, is a public service made possible by the newspapers of Pennsylvania. This free, easy-to-use website is designed to assist citizens who want to know more about the actions of local, county and state government, as well as events occurring in the local and state court systems.



Use this site to search for bid opportunities:

From the homepage, use the search options that will allow you to search for notices by publication, county, city, and/or date range. Click the "Go" button to obtain your search results. (Tip: In the SEARCH field, input "bids" to narrow your results.)



UPCOMING REGIONAL EVENTS

Watch for Northwest Commission PTAC events at <http://nwpaptac.ecenterdirect.com/events>

Event website:

<https://www.dynetworking.com/dynet-pittsburgh>

NEW EVENT! If you're a small business owner interested in increasing profits through contracting, then join the inaugural DyNet Pittsburgh at Carnegie Mellon University. It's the area's first FREE Dynamic Networking for Small Businesses conference, filled with contracting-related courses.

Bring your business cards/capabilities statements and get ready to start networking.

PRE-REGISTRATION IS REQUIRED. Visit the [event webpage](#) for details, FAQs and registration.

Showcase for Commerce Presented by JARI PTAC

Date: May 30-Jun 1, 2017

Location: Johnstown, PA

Event website:

<http://www.showcaseforcommerce.com>

This event offers government contracting education & training sessions as well as targeted networking.

Attendees will have opportunities to connect with:

- Government acquisition leaders
- Federal elected officials
- Major defense corporations and subcontractors
- Strategic business partners, both regional and national/international

This event features a Government Procurement Expo on 6/1/17, 9:30a to 2p: info at <http://www.showcaseforcommerce.com/Events/EventGE.aspx>

Visit the [event website](#) for details & registration. (This event has a registration fee).

Cleveland B2B Matchmaker

Date: June 8, 2017

Location: Cleveland, OH

How to Become a COSTARS Supplier

Date: May 11, 2017

Time: 10:00 a.m. to noon

Location: 191 Howard Street, Suite 101, Franklin, PA

COSTARS is the Commonwealth of Pennsylvania's cooperative purchasing program administered by the Department of General Services (DGS) Bureau of Procurement. The COSTARS program provides registered local public procurement units, state-affiliated entities, and qualified suppliers a tool to find and do business with each other through the use of a contract established by DGS.

During this FREE workshop, staff of the Northwest Commission Procurement Technical Assistance Center (PTAC) will discuss various aspects of COSTARS including the steps & requirements necessary to become a Supplier under the program.

Presented in partnership with the Office of State Representative R. Lee James, Venango Area Chamber of Commerce, Franklin Area Chamber of Commerce and Clarion University SBDC.

TO REGISTER: Visit <https://nwpaptac.ecenterdirect.com/events/4244>, or contact Melissa Becker at melissab@northwestpa.org, 814-677-4800 x 124.

Doing Business with PennDOT

Date: May 18, 2017

Time: 9:30a to Noon

Location: Clarion University Small Business Development Center, 330 North Point Drive, Suite 100, Clarion, PA 16214

Mark Corbin, Director of the Small Business Enterprise Supportive Services Center (SBESSC) at Cheyney University of Pennsylvania, will provide an overview of doing business with this agency, including aspects of required registrations and navigating the Engineering & Construction Management System (ECMS) website. The SBESSC is a shared initiative between Cheyney University and the PA Department of Transportation which seeks to increase small business participation on federally assisted PennDOT highway contracts and subcontracts.

In addition, representatives from PennDOT's District 10 Regional Office will also speak with attendees. District 10 includes Armstrong, Butler, Clarion, Indiana and Jefferson counties.

Co-sponsored by the Northwest Commission and North Central Commission PTACs, Clarion University Small Business Development Center (SBDC) and the Clarion Area Chamber of Business and Industry.

Registration is required.

TO REGISTER: Visit <https://nwpaptac.ecenterdirect.com/events/4239> or contact Melissa Becker at 814-677-4800 ext 124, melissab@northwestpa.org.

Event website:

<https://www.clevelandbtobmatchmaker.com/>

An opportunity to meet with large business buyers and network with small business peers.

Upon registration, the system will automatically match suppliers with buyers that are looking for your products and services (based on NAICS codes), and you will be notified of these matches. You will then have the opportunity to schedule a 15-minute, timed meeting with the buyer. Suppliers will be limited to 12 appointments for the event.

Price: \$159 per person; \$50 for each additional attendee from your company.

Details & registration at:
<https://www.clevelandbtobmatchmaker.com/>

PA Procurement Expo & Forum

Date: Sept. 6-7, 2017

Location: Harrisburg, PA

Event website:

<http://www.paprocurementexpo.com/>

NEW EVENT! A networking & educational event for public and private procurement decision-makers and suppliers.

For details, including event agenda, registration & more, visit the [event website](#). Questions? Contact: 610.494.8044 or email info@paprocurementexpo.com

OSHA: Hazard Communication, Lock Out/Tag Out, & Machine Guarding

Training Session Offered by Clarion University SBDC

Date: June 6, 2017

Time: 9am to noon

Fee: \$10.00

Location: Clarion University SBDC, 330 North Point Drive, Suite 100, Clarion PA 16214

If OSHA were to show up at your door today, would you be prepared for an inspection? Are you certain that you are doing everything possible to minimize workplace accidents and injuries? Join the Clarion University SBDC for this informative seminar as speaker, Mark Harmon, discusses OSHA requirements to protect your employees from hazardous situations in the work place. Get answers to your questions regarding hazard communication and how to make sure your business is in compliance.

Registration is required.

TO REGISTER: Contact the Clarion University SBDC office toll free at 1-877-292-1843 or email sbdc@clarion.edu. Or sign-up via their events webpage at <http://www.clarion.edu/sbdc/training/business-workshops/index.aspx>.

Not able to attend one of our PTAC workshops? No problem!

Contact your PTAC counselor to set up a one-on-one appointment to discuss your company's government contracting questions/needs.

Northwest PA: Hiring Heroes

The Northwest Commission has made the #1 online military-to-civilian recruitment tool FREE for businesses in our 8-county region of Clarion, Crawford, Erie, Forest, Lawrence, Mercer, Venango and Warren.

When registered through the Northwest Commission, employers in the region can add unlimited job postings to the RecruitMilitary Job Board for FREE.

Visit <http://www.northwestpa.org/veterans-initiative/> and email NWC@northwestpa.org for details & assistance.

Post job openings and NOW search candidate résumés on the

#1 Job Source

for veterans and their spouses at NO COST to your company!

In 2016, companies in the eight counties of the Northwest Commission service area have had access to post unlimited job openings on the RecruitMilitary job board when registering through the Northwest Commission.

New for 2017:

Now employers are able to actively search candidate's résumés for positions that they have open. This NEW FEATURE allows the employer to use keywords and custom criteria to narrow down their candidate search results. Registered companies can simply email the Northwest Commission with your requirements and we will provide you with a list of candidates that meet your criteria.

To take advantage of the opportunity to connect with a workforce with the skill sets most desired by employers, email:

NWC@northwestpa.org

Northwest COMMISSION

To learn more about the initiative, visit northwestpa.org/veterans-initiative/
Clarion | Crawford | Erie | Forest | Lawrence | Mercer | Venango | Warren



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www.northwestpa.org/government-contracting