



2023/2024

ANNUAL REPORT

in partnership with



Welcome to the Washington APEX Accelerator 2023/2024 ANNUAL REPORT



ABOUT THE REPORT

This annual report is a celebration of the hardworking businesses that Washington APEX Accelerator has the privilege of working with every day. The APEX Accelerator team of 17 advisors has a significant impact on the economic vitality of our communities. Through quality one-on-one advising services, trainings, and events that connect government buyers to businesses, Washington's businesses are able to diversify their clientele to include the public sector agencies at the federal, state, and local level.

In 2023, Washington APEX Accelerator re-branded from Washington PTAC to better align with our federal funding partners at the US Department of Defense Office of Small Business Programs. The new, elevated partnership with the Department of Defense has already led to an enhanced ability to support non-traditional contractors seeking to sell to DoD.

ABOUT APEX

Since the 1980's Washington APEX Accelerator, formerly PTAC, has enhanced the government industrial base by ensuring Washington based, small and disadvantaged businesses can compete and win public sector contracts and subcontracts.

Washington APEX Accelerator is headquartered at the Thurston Economic Development Council. To best serve businesses in all corners of the state, the Thurston EDC partners with several mission aligned organizations to provide technical assistance in their communities. This network of advisors work together to strengthen and grow businesses throughout the State. Washington APEX Accelerator is funded, in part, by the US Department of Defense through a cooperative Agreement.

PARTNERSHIPS

Washington APEX Accelerator is made stronger through its partnership with the following Entities who are aligned in a mission to support the growth of Washington's businesses: US Department of Defense, Port of Seattle, Washington State Department of Enterprise Services, Washington Office of Minority & Women's Business Enterprises, VIBE Coworks & Pacific Northwest Mission Acceleration Center, Life Science of Washington Institute, Pierce County, Business Impact Northwest, Minority Business Development Agency

ALLIANCE NORTHWEST

Alliance Northwest Government Contracting Training & Outreach Event is the largest event of its kind in the Pacific Northwest!

BY THE NUMBERS

OVER 1,000
ATTENDEES

Event Statistics

35 SPEAKERS **16** BREAKOUT SESSIONS **152** EXHIBITORS

SMALL BUSINESS BREAKDOWN

MINORITY OWNED 23%
WOMAN OWNED 16%
VETERAN OWNED 10%
LGBTQ+ OWNED 5%
DISABLED OWNED 1%

Certifications

333 FEDERAL **476** STATE **145** OTHER



2023/2024 BY THE NUMBERS

"Washington APEX Accelerator helped our company so much throughout the contract process. I learn so much on each call. Just having someone explain the terminology and process in plain English is priceless".

- Rouxbe (client)



2,469 Clients



180 Trainings



3,764 Jobs



98% Satisfaction Rating

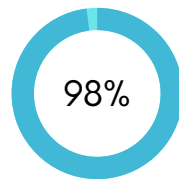


\$375 ROI for every dollar invested

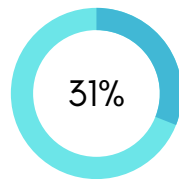
\$546,105,017 CONTRACTS WON

\$21,080,124 TOTAL AWARDED TO WASHINGTON APEX INNOVATIVE CLIENTS

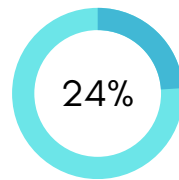
CLIENT DEMOGRAPHICS



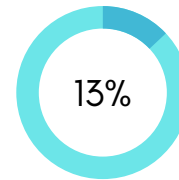
Small Business



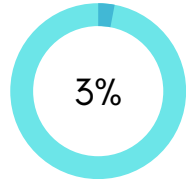
Woman Owned



Minority Owned



Veteran Owned



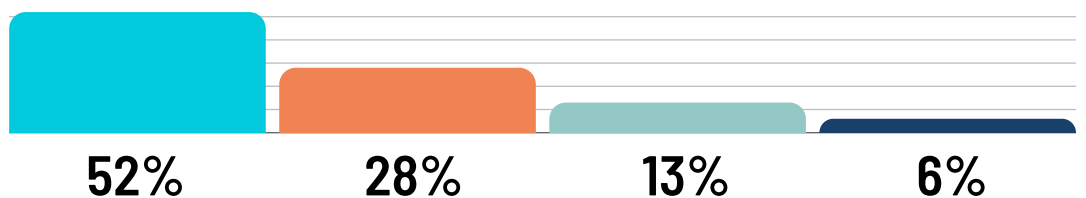
HUBZone

Services

Construction

Manufacturing

Other



WHERE ARE WE?



1 Kitsap Economic Development Alliance

Mary Jo Juarez, Terry Homburg, James Davis
kitsap@washingtonapex.org



2 Thurston Economic Development Council

Grady Smith
thurston@washingtonapex.org



3 Columbia River Economic Development Council

Julia Krivoruk
swa@washingtonapex.org



4 Economic Alliance Snohomish County

Cara Buckingham, Mark Johnson
snohomish@washingtonapex.org



5 Green River College

Darrell Sundell, Melinda Martirosian
king@washingtonapex.org



6 Washington APEX Accelerator in Pierce County

Trena Payton
pierce@washingtonapex.org
Maryam Lynch-Tate
mlynchtate@washingtonapex.org



7 Greater Spokane Incorporated

Aleesha Roedel
spokane@washingtonapex.org



8 Tri-City Regional Chamber of Commerce

Maria Alleman
tricity@washingtonapex.org

Other APEX Accelerators Serving Washington State

North Olympic Peninsula APEX Accelerator:
Rebekah Miller
apex@clallam.org

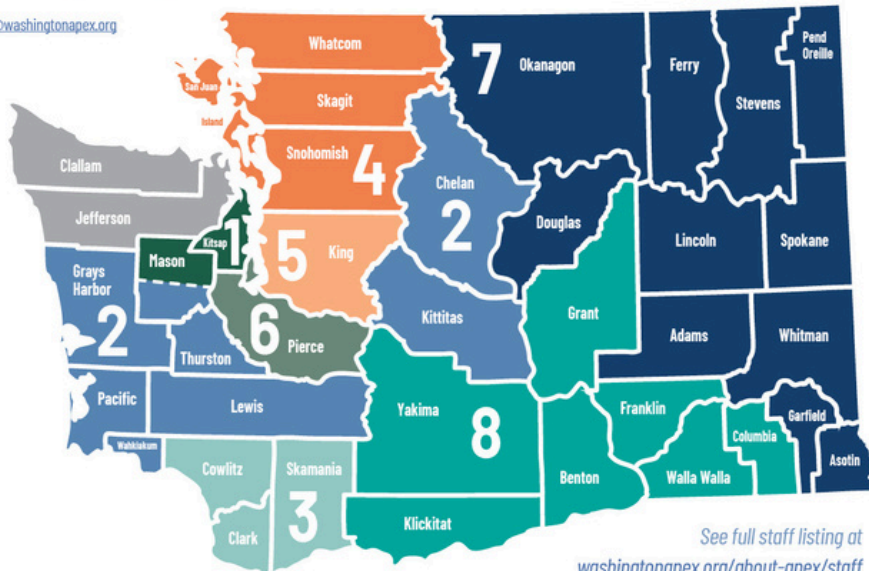
American Indian Chamber Education Fund PTAC:
Jeremy Sandoval
Jeremy.sandoval@aicccl.org

NW Native Apex Accelerator:
Michelle Ramey
mramey@nmapex.org



Innovation & SBIR Program Manager

Kate Hoy
innovationstation@washingtonapex.org



See full staff listing at washingtonapex.org/about-apex/staff

CLIENT SUCCESS

The Washington PTAC/APEX Accelerator is one of the most valuable sources for genuine help so that small businesses understand how to sell goods and services to U.S.

Governments. I urge all small and diverse firms to learn how to best access the PTAC/APEX Accelerator capacity-building services.

-DiverseAmerica Network

Washington APEX has been a transformational partner for my sewn manufacturing business. All the books, blog posts, and YouTube videos will NEVER replace a APEX Counselor. They have given me confidence in presenting our capabilities to local and national organizations who are thankfully focused on US Manufacturing. The learning curve was steep at times, but knowing APEX has the resources to assist has made all the difference. I hope all small business owners will connect with this incredible resource that helps grow our local economies.

-Satsuma Designs

"As a small business with an opportunity to secure a large subcontract, we were overwhelmed with forms, documents, and procedures to complete. With the help of APEX, we were successful in finalizing all required paperwork in the time frame required. Without APEX assistance, there was NO way to navigate through the mire of confusing requirements. We are very grateful."

- Christine Scott. SAFE Security



CONTACT US
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