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Year End Reflection: Celebrating Success in 2024 and Plans for 2025

Happy New Year from Washington APEX Accelerator! As we ring in 2025, we'd like to pause a moment and reflect on the resilient and inspiring people we had the opportunity to work with last year. And, provide a look ahead as what you can expect from our amazing team this year!

Our Clients: Washington APEX Accelerator's team of 21 professionals has the privilege of working with some of the most inspiring, hardworking businesses in Washington State. They are at the center of everything we do and they motivate us every day.

"Helping businesses succeed in the government marketplace involves a unique blend of technical expertise and creative strategy," explains Program Director Tiffany Scroggs. "Each company we work with faces its own unique challenges and communication styles. Our team does an amazing job defining a business's specific government contracting goals and then guiding them on a tailored path to success. I couldn't be more proud and grateful of the amazing team of advisors at Washington APEX Accelerator."

Our Impact: Washington APEX Accelerator's Impact by the Numbers:

\$546m in
Contracts Won

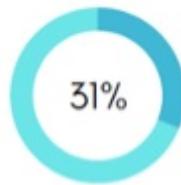
1500 Washington
businesses served

180 Trainings
Conducted

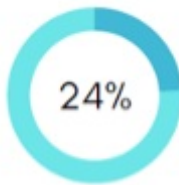
3047 Jobs
Created / Retained



Small
Business



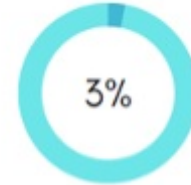
Woman
Owned



Minority
Owned



Veteran
Owned



HUBZone

Testimonials:

My 1:1 APEX advisor, Mary Jo was instrumental in landing me a contract first 5 year government contract for a quarter million as a first timer as a subcontractor. She held my hand each step of the way meeting several times with me in person and virtually in a span of 10 days. By the end I felt more confident, equipped and clear on the value my business provides for the community. ~Anna Choi, SolJoy

Washington PTAC/APEX Accelerator has been instrumental in the growth and success of our business. Their expert guidance in navigating government contracts and their invaluable resources helped us secure key opportunities that have significantly expanded our reach. The workshops, one-on-one counseling, and networking events provided us with the knowledge and confidence to compete in the federal marketplace. Thanks to their support, we've been able to position our company as a trusted vendor in both the public and private sectors. We highly recommend Washington PTAC/APEX Accelerator to any business looking to grow through government contracting opportunities. ~ Rahul Kaul, Ardor Digital Inc.

We have told many friends about [APEX Accelerator] and they are also amazed with the help they provide. Our APEX counselor is amazing we definitely wouldn't have grown to the company we are today without her!!! ~ Todd Vick, All Power Trucking & Contracting

I have been working w/ PTAC/APEX Accelerator for a while and not once have they let me down. They are visible & willingness to assist Small Business. ~ Darling Nava & Consulting

Incredible work, professional people and quality work. They were all easy to work with and helped grow my business. ~ Tony Gallina with Aqua-Terr Systems Inc

The advice, professional guidance, and great services offered by my advisor

Darrell Sundell has been outstanding and highly beneficial. ~ Simon Senibi, Simontic Composite, Inc.

The Washington PTAC/APEX office in Spokane has been a Godsend. Aleesha, in particular, is an incredible asset. On more than one occasion she hand held us through parts of the process and laid out the process. Having the PTAC/APEX office allows the government to have a diverse pool of vendors to purchase from. ~ Ericka Sharp, VNS Sales Company LLC

The Power of Partners: Washington APEX Accelerator is a program of the Thurston Economic Development Council funded, in part, through a cooperative agreement with the Department of Defense Office of Small Business Programs. We have offices at partner locations: Green River College, Kitsap Economic Development Alliance, Columbia River EDC, Economic Alliance Snohomish County, Tri-City Regional Chamber of Commerce, and Greater Spokane Inc. Our leadership has long recognized that our impact is amplified when we work alongside others who share our mission and values. These partnerships allow us to expand our reach, enhance our services, and create more pathways to success for the businesses we serve. We'd like to extend a special thanks for the following partners for their steadfast support of Washington APEX Accelerator and look forward to have an even greater impact in 2025.

MRSC
Washington State Department of Commerce
Washington State Department of Enterprise Services
Washington State Office of Minority & Women's Business Enterprises
Washington State DOT
Port of Seattle
City of Seattle
Pierce County

Washington MBDA Business Center
Kittitas Chamber of Commerce
NavalX Pacific NW TechBridge
Vibe Coworks
DoD's Pacific NW Regional Council
Life Science Washington Institute
Interstate Bridge Replacement Program (IBR)
Small Business Administration
One Hanford

And, we have the best neighbors at Noth Olympic Peninsula APEX Accelerator, NW Native APEX Accelerator, American Indian Chamber Education Fund APEX Accelerator, Idaho APEX Accelerator, and Oregon APEX Accelerator. It's a joy to cross refer and collaborate with you.

Looking Ahead:

Washington APEX Accelerator remains steadfast in our goal to strengthen Washington businesses through success in the government marketplaces. Each advisors receives 40+ hours of training and professional development each year. The team is up to date on the big changes in the marketplace to best inform our clients: The state spending freeze, federal cyber security requirements, new innovation programs at DoD and more. Below is a quick glance at the best ways to leverage our services.

1:1 Advising Sessions – A core service offered by the network of 97 APEX Accelerators across the country is the opportunity to meet one-on-one with a

knowledgeable government contracting advisor at no cost. During these sessions, Washington APEX Accelerator can directly address the business's unique challenges and goals – providing practical insights, assisting with market research, and developing a relevant action plan for the business. Last year, we provided 5,000 hours of 1:1 advising, and will exceed that in 2025. If you're not yet a client, click [here](#) to start being paired with an advisor today. Demand for this service can be quite high; please let us know if you have an urgent need (i.e. your bid is due next week). While you wait for your meeting, consider viewing our robust on-demand training center linked [here](#).

Events/Trainings – We are planning 150+ events and trainings to share proven strategies to succeed in the government marketplace, connect you to government customers or prime contractors, or increase your awareness of what government is buying. We post registration for these events plus links to over 300 other government contracting related events on our Events Calendar linked [here](#). With over 500 events posted in 2024, the Washington APEX Accelerator Events Calendar serves as the largest collection of government contracting related events for Washington State firms.

Newsletter & Social Media – Designed to keep you apprised of the latest in the government marketplace, watch for bimonthly newsletters featuring news highlights, upcoming events, articles, and more. Find us on [Facebook](#) [Twitter](#) [LinkedIn](#) and [YouTube](#)

Bid Matching – Over 200 of our clients benefit from daily emails with links to bid opportunities. The Washington APEX Accelerator Bid Match database consists of bid opportunities from city, county, state, and federal governments across the United States. Our service monitors hundreds of procurement websites daily to populate this exclusive database. For the immediate future, we plan to keep the pricing low at \$165/year after a 30-day free trial period. You can also find opportunities on our blog in the [Agency Opportunities](#) and [Subcontracting Notices](#) categories.

Match Making & Networking – From supporting innovators with getting new technologies into DoD to connecting small construction trades to larger general prime contractors, Washington APEX Accelerator can assist. We have access to specialty databases that help us track spend data at the federal, state, and local level as well as contacts at various government agencies. We look forward to helping your firm define and connect with your target customer in the New Year. Register now for Alliance Northwest, the largest government contracting conference in the Pacific Northwest. To be held March 20th at Tacoma Convention Center, the event will attract over 1,000 attendees to participate in the tradeshow, workshops, hear keynote speakers, and more. Plan to attend the March 19th pre-event networking event as well. Learn more at <https://alliancennorthwest.org>.

ALLIANCE NORTHWEST

The premier business to government
event in the Pacific Northwest

**EARLY BIRD PRICING
ENDS JANUARY 15!**

*Ticket price goes from just \$99 to \$150 after
Wednesday. Don't miss your chance to save!*

AllianceNorthwest.org

Register
Today!

Alliance Northwest is now a **TWO-DAY** event!

MARCH 19/20 2025

Greater Tacoma Convention Center
1500 Commerce St, Tacoma, WA 98402



Innovation Updates – Learn about current SBIR releases and support in the
[News from the Washington APEX Accelerator SBIR Program Jan 2025](#)

Upcoming Events

APEX Calendar

In Seattle

1/7/2025 [BNBuilders Subcontractor
Outreach - HealthPoint Tukwila Health and
Wellness Center](#)

1/16/2025 [2025 OMWBE Certification
Classes - Tabor 100](#)

1/23/2025 [SAME Meet the Agencies
2025](#)

In Mount Vernon

1/23/2025 [Market Research for Construction](#)

Contact Us

Contact a Government
Contracting Specialist today
for assistance with all your
government contracting
questions.

info@washingtonapex.org

Locations

Main Center
Thurston EDC
4220 6th Ave.

(Contractors) and A&E (Consultants)

In Tacoma

1/24-26/2025 WOSSA SEPTIC-CON 2025

Online

1/7/2025 How to Do Business with the Forest Service - VIPR

1/8/2025 Socio-Economic Certifications (Federal and State) + PWSBE

1/8/2025 APEX: Prime Connect

1/9/2025 University of Washington Virtual Workshops for Suppliers

1/13/2025 Small Business Training Webinar Series - Project Spectrum DoD OSBP

1/14/2025 Qualified Contractor Network Webinar - WA Department of Commerce

1/15/2025 Dept of Homeland Security: Spotighting AI Innovation

1/16/2025 How to Do Business with King County: Goods, Services & Technology Supplier Orientation

1/16/2025 Doing Business with the State – DES

1/20/2025 Small Business Training Webinar Series - DoD Mentor-Protégé Program- DoD OSBP

1/21/2025 Small Business Training Webinar Series - Foreign Ownership, Control or Influence (FOCI) - DoD OSBP

1/22/2025 Longshore & Harbor Worker's Compensation Act - Insurance

1/23/2025 General Dynamics Information Technology (GDIT) Virtual Business Opportunity Session

1/30/2025 FEMA Region 10 Webinar: How To Do Business with FEMA

Govology classes, live and on-demand, are Free for Washington APEX clients – contact your APEX counselor for access. Click [here](#) for the list of Govology this month's live classes.

[Recorded webinars available](#)

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