

APEX ALERT

News, Events &
Bid Opportunities



WASHINGTON
APEX
ACCELERATOR

Contracting Opportunities

Agency Opportunities

City of Kirkland [Houghton Village Property Development Opportunity](#) **Due April 24th**

WA Park Bids 2025 [EW-C6701 Sewer Lift Station Replacement at Potholes State Park](#) **Due May 5th**

Washington State Criminal Justice Training Commission
[Model Policy Development for First Responder Wellness Task Force](#) **Due May 9th**

[Peer Support Training for First Responders](#) **Due May 9th**

[Mental Health & Substance Use Training Development for First Responders](#) **Due May 9th**

Shoalwater Bay Indian Tribe
[Request for Proposal for Certified Public Accounting Firm For Auditing Services](#) **Due May 30th**

Subcontracting Opportunities

SKANSKA

I-405/Brickyard to SR 527 Improvement Project

- [RFP 32 BRT Stations Sewer and Water](#) **Due April 28th**
- [RFP 35 Media Filter Drain](#) **Due May 1st**
- [RFP 30 BRT Stations and Fish Passage Landscaping](#) **Due May 5th**
- [RFP 36 Brickyard to SR 527 – Jack & Bore](#)

Contact Us

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

info@washingtongapex.org

ASK APEX

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Thurston EDC
Grady Smith
Leslie Miller

Washington APEX Accelerator in Pierce County
Trena Payton
Maryam Lynch-Tate

Economic Alliance

Due May 9th

Portage Bay Bridge Bid Opportunity

- [RFP 013 Stage 1 Asphalt Milling](#) **Due May 8th**

MICHEL'S

[Eastside Interceptor Section 8 Rehabilitation](#) **Due June 20th**

Innovation



Small business innovation research ([SBIR](#)) funding is available to small businesses working on cutting edge technology. Your Washington APEX Accelerator SBIR Program can provide Phase 0 type assistance with DOD, DOT, NASA and Homeland Security.

Upcoming SBIR/STTR Releases

[DOD SBIR Release 2025.2 Overview](#)

4/17/2025 10:00 AM - 11:00 AM

This presentation will focus on the upcoming Department of Defense SBIR 25.2 Release with an emphasis on the Navy topics. We will provide attendees strategies on how to find and explore Navy topics, tips on how to create a strong proposal for submission, and where to turn to for further help. There will be ample Q&A time and links to resources for more support. If you are a small business who may be able to provide the Navy with an innovative solution to one of their problems, this workshop is for you.

Innovation Events

[Fed Labs Tech to US Industry](#)

4/16/2025 9:00 AM - 10:00 AM

Moving technology from the lab to the marketplace is explored in this FLC supported webinar.

[NSF SBIR Solicitation Review](#)

4/18/2025 9:00 AM - 10:00 AM

Join us to hear about the National Science Foundation SBIR program and how it can help DOD SBIR applicants like you! Learn about the process, the solicitation and what resources are available to Washington State based firms.

[Federal Labs National Meeting](#)

5/13/2025 8:00 AM - 5:00 PM

Snohomish County

Cara Buckingham

Mark Johnson

Greater Spokane Inc.

Aleesha Roedel

Shannon Farley

Columbia River

Economic Development

Council

Julia Krivoruk

Green River College

Darrell Sundell

Melinda Martirosian

Kitsap Economic

Development Alliance

Mary Jo Juarez

James Davis

Terry Homburg

Tri-City Regional

Chamber of Commerce

Maria Alleman



1900 5th Ave Seattle, WA, 98101

If tech transfer is your thing, this is a must event. Learn about the 300 federal labs and how to work with them.

Other Important Links

- To find all current SBIR releases visit [SBIR.gov](https://www.sbir.gov)
- To find assistance on SBIR in general visit [ARC WA](https://www.arcwa.com)

Focused Classes

Federal Acquisition Regulations (FAR) - ONLINE MEETING (LIVE)

4/16/2025 3:00 PM - 4:30 PM

How much do you know about the FAR? Federal Acquisition Regulation (FAR) is an enforceable law for anyone contracting with the federal government.

Join us and for this workshop and you will learn the FAR;s Importance and Impact to you as the contractor!

King County Goods, Services & Technology Supplier Orientation

4/17/2025 10:00 AM - 12:00 PM

During this free online 2-hour session, we'll discuss: registering as a King County contractor, opting-in to County rosters, certifying as small firm, how King County implements Architecture & Engineering contracts, what to expect when submitting a proposal to King County, best practices for maximizing your opportunities and E-Procurement Supplier Portal introduction.

KING COUNTY CONTRACTOR OUTREACH AND NETWORKING EVENT

4/21/2025 9:00 AM - 2:00 PM

2402 Auburn Way S, Auburn, WA, 98002

King County is hosting an in-person contractor networking and open house event to provide networking opportunities for small, minority and women owned firms, and prime contractors/consultants, as well as informational presentations on upcoming contracts from many King County agencies. This event is intended for potential prime contractors and consultants and major firms to meet with small, diverse businesses to explore teaming opportunities for upcoming procurements.

Foreign Ownership, Control, or Influence - Macomb Regional APEX Accelerator

4/29/2025 6:00 AM - 7:30 AM

Join Macomb Regional APEX Accelerator in collaboration with the Michigan Alliance of APEX Accelerators and subject matter expert Ian Patterson as we discuss Foreign Ownership, Control, or Influence.

Ethics in Federal Government Contracting – ONLINE (LIVE)

4/30/2025 2:30 PM - 4:30 PM

YES, there are ethics in government contracting. Terry Homburg will guide you through all you need to know about ethics in government contracting. In this session, you will learn contract terms and conditions, and clauses you MUST comply with.

Harnessing AI to Identify & Win the Right Government Contracts - DAP

5/7/2025 10:00 AM - 11:00 AM

Unanet ProposalAI, in collaboration with the Department of Veterans Affairs Office of Small Business Utilization (VA OSDBU) Strategic Outreach and Communications (SOC), will host a virtual training webinar, "Harnessing AI to Identify & Win the Right

VHA Procurement & Logistics Office (P&LO) Regional Program Office (RPO) West (NCO 20) Quarterly Virtual Business Opportunity Session -DAP

5/12/2025 12:00 PM - 1:00PM

Join the Office of Small and Disadvantaged Business Utilization (OSDBU) for a virtual event in collaboration with the Veterans Health Administration (VHA) Procurement and Logistics Organization (P&LO) Regional Program Office (RPO) West Network Contracting Office (NCO 20). Learn best practices for engaging with the VHA and discover how to effectively navigate the contracting landscape.

Capabilities Statement - Writing for Impact

5/14/2025 9:00 AM - 11:30 AM

For firms interested in networking and developing relationships with local, state and federal government agencies. A Capability Statement is like a resume for your business. Get ready to create or improve your firm's capabilities statement to increase your visibility with government agencies. Subject Matter Expert Sandy Bjorgen will lead us through an exercise of writing for impact and being memorable.

Steps Leading to a FEDERAL Contract - ONLINE (LIVE)

5/14/2025 2:00 PM - 4:30 PM

The federal government's contract award process is like nothing you've experienced before. There are multiple steps to win, complete and receive payment for a federal contract. You will learn all the steps to complete your contract, tips & tricks, finding solicitations, and more!

Architecture, Engineering & Professional Services Consultant Orientation: How to do Business with King County

5/15/2025 10:00 AM - 12:00 PM PDT

King County is offering an Architecture, Engineering & Professional Services Consultant Orientation. Our experts will discuss how King County implements contracts, and: how to effectively market your firm to King County agencies, tips for submitting successful proposals and best practices to maximize your opportunities.

Monthly Sessions

Local Government Purchasing & MRSC Rosters

4/16/2025 11:00 AM – 12:00 PM

This session will explore how local government agencies find businesses to buy from and how they use the Rosters to hire consultants, purchase public works, goods, and services including maintenance services.

Doing Business with the State – DES

4/17/2025 3:00 PM - 4:00 PM

On the third Thursday of the month, the Washington State Department of Enterprise Services (DES) facilitates an interactive conversation with state procurement professionals who can provide information and insight on how to do business with the state.

FEMA Business & Industry Call - April

4/22/2025 12:00 PM - 1:00 PM

This meeting is held to update National Business Emergency Operations Center

(NBEOC) members, business and industry organizations, and FEMA partners on the initiatives and tools available during all stages of the disaster lifecycle. Each month features different topics presented by experts from FEMA, other interagency partners, and business and industry organizations.

[University of Washington Virtual Workshops for Suppliers](#)

5/1/2025 10:30 AM - 12:00 PM

The orientations will provide a learning opportunity to assist in navigating potential business prospects at the University and with other state agencies, as well as educational and other resources to assist businesses.

[APEX & SBDC First Friday Follow-up - May](#)

5/2/2025 12:00 PM - 1:00 PM

Friday Follow-up is an open forum, round table for businesses to get answers from your local APEX and SBDC Advisors. Bring your questions regarding government contracting and learn from knowledgeable Small Business Experts. Our focus is to share resources for growing your business.

[Contracting Coffee Hour](#)

5/7/2025 8:00 AM - 10:00 AM

If you want the inside scoop on what it takes to win government contracts, we invite you to attend our Contractor Coffee Hour.

[Local Government Purchasing & MRSC Rosters](#)

5/14/2025 11:00 AM – 12:00 PM

This session will explore how local government agencies find businesses to buy from and how they use the Rosters to hire consultants, purchase public works, goods, and services including maintenance services.

[APEX: Prime Connect](#)

5/14/2025 8:00 AM - 9:00 AM

A structured matchmaking event for Primes and Subcontractors to connect on future projects.

Series Courses

April 2025 Small Business Webinar Training Series

The April 2025 [Small Business Webinar Training Series](#) is hosted by the Department of Defense (DoD) Office of Small Business Programs and APEX Accelerators.

Sessions are held 8:00 AM - 9:30 AM

4/16/2025 [DoD Mentor-Protégé Program](#)

4/23/2025 [Project Spectrum](#)

Conferences, Resource Fairs & Tradeshows

4/16/2025 [Government Procurement Conference](#) Washington, DC

4/17/2025 [Virtual Industry Day Event Portland USACE](#) White City, OR

4/24/2025 [Celebrating Dreams 2025](#) Mercer Island, WA

5/5/2025 [2025 U.S. Army \(MICC\) Advance Planning Briefing for Industry \(APBI\)](#)

5/14/2025 [Pierce County Thriving Together Resource Event](#) Tacoma, WA

5/15/2025 [Washington Small Business Fair](#) Spokane, WA

5/29/2025 [Save the Date! Small Business Industry Day - USACE](#) Walla Walla, WA

5/31/2025 [12th Annual Veterans Resource Fair](#) Tacoma, WA

6/5/2025 [Meet the Agencies and Primes - Skagit County](#) Mount Vernon, WA

6/26/2025 [Reverse Vendor Trade Show 2025 - City of Seattle](#) Seattle, WA

10/1/2025 [Local Procurement Symposium - Kittitas](#) Ellensburg, WA

Govology classes, live and on demand, are Free for Washington APEX Accelerator clients – contact your Washington APEX Accelerator advisor for access. Click [here](#) for Govology's live classes.

[Recorded webinars](#) available

APEX Calendar

Washington APEX Accelerator provides technical assistance to help Washington businesses successfully compete in the government marketplace. This APEX Accelerator is funded, in part, through a cooperative agreement with the Department of Defense.

A program of the Thurston Economic Development Council, in partnership with the following subcenters:





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