

# APEX ALERT

News, Events &  
Bid Opportunities



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## Meet the Agencies

If you are a contractor wanting to know more about public works, Meet the Agencies was created for you. The roundtable session format will allow you to sit down with each agency to better understand how to do business with them.

### Meet the Agencies - Kitsap Economic Development Alliance

4/25/2024 2:00 PM - 5:00 PM  
Kitsap Conference Center  
100 Washington Ave, Bremerton, WA, 98337

### Meet the Agencies - Clark, Cowlitz & Skamania

5/9/2024 1:00 PM - 4:00 PM  
Vancouver Water Resources Education Center  
Bruce E Hagensen Community Room  
4600 SE Columbia Way, Vancouver, WA, 98661

### Meet the Agencies - Tri-Cities

5/14/2024 1:00 PM - 4:00 PM  
435 N Clover Island Dr, Kennewick, WA, 99336

## Contracting Opportunities

### Agency Opportunities

- Raised Pavement Markers & Related Products – DES
- New Fujifilm Sonosite LX Ultrasound Systems, or equivalents

## Contact Us

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

[info@washingtongapex.org](mailto:info@washingtongapex.org)

Main Center  
Thurston EDC  
4220 6th Ave.  
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Washington APEX  
Accelerator in Pierce  
County  
Trena Payton  
Maryam Lynch-Tate

- [RFQQ-DOH24-021C – Tribal Maternal, Child, Infant and Women’s Health Needs Assessment](#)
- [DES Graffiti Removal & Pressure Washing Services, Statewide](#)
- [Competitive Solicitation NO. WTSC 2023-01 Washington Traffic Safety Commission Advanced Driving Assistance Systems eLearning Modules](#)
- [Competitive Solicitation 23-0009 Dry Van Trailers](#)

#### Subcontracting Notices

- [Subcontracting Opportunity with Kiewit: S/DBE Concrete](#)
- [ITB – Pipe Pins and Elastomeric Leveling Pads on I-405, Brickyard to SR 527 Project](#)

Sub Centers  
Economic Alliance  
Snohomish County  
Cara Buckingham

Greater Spokane Inc.  
Aleesha Roedel

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

OPPORTUNITIES:  
\*Government  
\*Contracting  
Subcontracting



## Innovation Station

*Where innovation and opportunity meet*

A service provided by APEX Accelerators  
(formerly Washington State PTAC)

**APEX**  
ACCELERATORS

#### [Battery Innovation Ecosystem in WA](#)

4/30/2024 3:00 PM - 5:00 PM

4625 Union Bay PI NE, Seattle, WA, 98105

Battery Innovation Ecosystem in Washington will be a discussion and networking event focused on the current state and future of commercial battery innovation in Washington. We'll hear about the opportunities and challenges facing both innovators and end users as various industries move toward electrification.

#### [SBIR/STTR Agency Introduction: NSF](#)

5/1/2024 9:00 AM - 10:30 AM

Learn about the National Science Foundation SBIR Program!

### Analyzing 24.2 DoD SBIR Topics

5/7/2024 9:00 AM - 10:30 AM

This presentation will focus on the upcoming Department of Defense SBIR 24.2 Release with an emphasis on the Navy topics. 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.

### SBIR/STTR Open Office Hours

4/26/2024 9:00 AM- 10:00 AM

Each month ARC WA will host an open office hour specifically for innovators seeking federal R&D funding. This is a drop-in as you wish format and is a great way to meet with respected experts in the field and get general questions about R&D funding answered. REGISTRATION IS NOT REQUIRED.

## Upcoming Events

Events - Virtual unless otherwise noted

- Focused Classes
- Monthly Meetings
- Series Courses
- Tradeshows

## Focused Classes

### A Guide to Teaming

4/16/2024 3:30 PM - 5:00 PM

Have you considered teaming but don't know where to start? Learning how to leverage teaming and joint ventures to gain a competitive advantage will enable you to successfully pursue, win, and perform some of the largest government contracts available to small businesses. Join us for our virtual workshop with Govology's Carroll Bernard, RSM Federal's Joshua Frank, WSDOT's Capacity Building Mentorship Program coordinator Leslie Brooke, and Attorney Brad Reaves of Reaves GovCon Group.

### Federal Contracting Lexicon

4/17/2024 3:00 PM - 4:30 PM

Understanding and speaking the correct contracting language is very important to avoid miscommunication and frustration. In this class, you will learn correct terms and their meaning, so conversations are more meaningful, shortened, and unambiguous. Talk the lingo so both parties understand what you are saying. Build your contracting vocabulary.

### WSDOT Design-Build Virtual Outreach Event

4/17/2024 4:30 PM - 6:00 PM

Join Scarsella and Hamilton to learn about opportunities on three WSDOT design-build projects: SR 167 Phase 2a, SR 169/SR 509 Fish Passage, and SR 16 McCormick & Goodnough Fish Passage.

### Registering as a King County Supplier

4/18/2024 10:00 AM - 12:30 PM

Tabor 100, 7100 Fort Dent Way, Seattle, WA, 98188

Workshop participants will complete the King County registration process, a prerequisite for bidding or proposing on King County solicitations. Be sure to bring your laptop, an uploaded W-9, NAICS Codes, and your OMWBE Certification Number (if applicable).

### Goods & Services Supplier Orientation: How to do Business with King County

4/18/2024 10:00 AM - 12:00 PM

King County offers a Construction Firms Orientation. Our experts will discuss how King County implements contracts: how to effectively market your firm to King County agencies, tips for submitting successful proposals, and best practices to maximize your opportunities.

### Region 10 Virtual Industry Day: Forecast and discussion of upcoming opportunities - GSA

4/18/2024 11:00 AM - 12:00 PM

Please join the U.S. General Services Administration (GSA), Public Buildings Service (PBS), Northwest/Arctic Region (Region 10) for a Virtual Industry Day as it relates to Region 10's upcoming opportunities to include building maintenance, small construction projects, and construction projects funded through the Bipartisan Infrastructure Law and the Inflation Reduction Act. This invitation is open to Region 10's Small Business MATOC and Design Build MATOC contract holders and all small and large business concerns interested in learning more about Region 10's upcoming contracting opportunities.

### Doing Business with Mortenson: Thurston County Courthouse Project

4/19/2024 12:00 PM - 1:00 PM

Building One, Thurston County Courthouse, 2055 Lakeridge Dr SW, Olympia, WA, 98502

Join us for a live, in-person event to discuss Thurston County Infrastructure Upgrades! This project consists of tenant improvements within 4 existing buildings on the Thurston County Campus in Olympia, Washington to primarily support judicial services. The project budget of \$50 million includes all hard and soft costs (owner, inspections, permits, FFE, design, and construction costs).

### Steps Leading to a Federal Contract

4/24/2024 2:00 PM - 4:30 PM

The federal government's process to award a contract is like nothing you've experienced before. There are multiple steps to complete, be awarded a federal contract, and complete a contract. You will learn about each required step to complete for a federal contract, efficiency Tips and Tricks, how to get solicitations as soon as they are posted on SAM.GOV, debriefs & contractor performance evaluations.

### Steps Leading to a Washington State Contract

5/1/2024 2:00 PM - 4:30 PM

Join us in exploring the Washington State contracting process leading to a contract award. There are multiple steps to complete, to compete and be awarded a Washington State contract, and what to do after the contract is awarded.

### What is Market Research? (IN PERSON)

5/9/2024 3:00 PM - 4:30 PM

Dorothy Haggen Conference Room, #106, 2211 Rimland Drive Room, Bellingham, WA, 98226

Market Research for Washington State and Local Government Contracting  
Understanding how and where government agencies buy products and services is crucial for any business seeking government contracts. APEX is thrilled to announce a six-part series on researching and tracking state and local government purchasing. Participants will discover valuable resources and tools to do market research, learn how to identify target agencies and evaluate the competition.

### Grow with Government Contracts

5/13/2024 1:00 PM - 4:00 PM

238 E Oak, Okanogan, WA, 98840

Growing your business through government contracts can be a bit daunting at first. Discover tools and information that can help you determine who in state and local government buys what you sell, how they buy it, and how you can prepare your firm to succeed in the public marketplace. You'll also be introduced to certifications and resources that may help you gain an edge on the competition. This workshop is brought to you in partnership with Economic Alliance and Washington APEX Accelerator, formerly WA PTAC, which provides no-cost government contracting assistance.

### 7 Seconds to Impact - Creating Extraordinary Elevator Pitches

5/15/2024 9:00 AM - 11:30 AM

Gain critical awareness and tools you can use immediately to improve the quality of your elevator pitch. Stand up and out with poise and deliver dynamic messages about yourself, your business, or your organization. Talk so people will listen and want to hear more. Find the core of your message and vary the content and length to meet the demands of the moment, event, and audience.

## Monthly Sessions

**Got contracting questions? We have answers!**

### Contracting Coffee Hour

5/1/2024 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.

### University of Washington Virtual Workshops for Suppliers

5/2/2024 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

5/3/2024 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 main focus is to share resources for growing your business.

### APEX: Prime Connect

5/8/2024 8:00 AM - 4:00 PM

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

### **Small Business Administration (SBA) Wednesday Webinars**

An ongoing series of free, virtual, webinars covering a variety of topics to benefit small business owners. On the third Wednesday of each month at 10:00 AM - 11:00 AM, SBA will be focusing on government contracting opportunities, certifications, and business development programs.

4/17/2024 SBA Wednesday Webinar - Veteran Owned Small Business Certification Program

5/15/2024 SBA Wednesday Webinar -SBA Mentor-Protege Program

## Series Courses

### **DBE 101 Training with Washington Department of Transportation**

This training is for YOU! WSDOT's Office of Equity and Civil Rights (OECR) will hold in-person training with topics covering current processes and regulations surrounding WSDOT's DBE Program. Contractors will have this time to learn about Bid clearing and goal setting, Prompt payment, On-site reviews, Good GFE vs. Bad GFE, Best practices, etc.

### Northwest Region | DBE 101 Training | Prime & DBE/MSVWBE Contractors - Washington DOT

4/16/2024 9:00 AM - 1:00 PM

15700 Dayton Ave N, Seattle, WA, 98133

### Eastern Region | DBE 101 Training | Prime & DBE/MSVWBE Contractors - Washington DOT

4/18/2024 9:00 AM - 1:00 PM

2714 N Mayfair St, Spokane, WA, 99207

### Southwest Region | DBE 101 Training | Prime & DBE/MSVWBE Contractors - Washington DOT

4/30/2024 9:00 AM - 1:00 PM

11018 NE 51st Cir, Vancouver, WA, 98682

## Tradeshows

### FY24 MICC Advance Planning Briefing for Industry

4/22/2024 6:00 AM - 12:30 PM

### DLA Land and Maritime In-Person Training, Knowledge, Opportunities Seminar

5/7/2024 9 AM EST - 4 PM EST

3990 E Broad St, Columbus, Ohio, 43213

### 2024 BIPOC Business Forum: Grow Your Business with Government Contracting

5/15/2024 1:00 PM - 4:30 PM



[Buy Indian Small Business Industry Day Virtual Matchmaking](#)

5/16/2024 5:00 AM - 5:00 PM

[2024 Small Business Forum & Expo – DOE](#)

6/4/2024 8:00 AM - 4:00 PM CDT

6/5/2024 8:00 AM - 4:00 PM CDT

1300 Nicollet Mall, Minneapolis, MN, 55403

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

[Recorded webinars](#) available

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APEX Calendar

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Washington APEX Accelerator, formerly Washington PTAC provides technical assistance to help Washington businesses successfully compete in the government marketplace. A program of the Thurston Economic Development Council, in partnership with the following subcenters:



Washington APEX Accelerator, formerly Washington PTAC | 4220 6th Ave SE | Lacey, WA 98503 US

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