

APEX ALERT

News, Events &
Bid Opportunities



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CONTRACTING OPPORTUNITIES

Agency Opportunities

- Whatcom Transportation Authority [2024 – 023 ITB Midway Lot Electrical Improvements](#)
- [DES Cooperative Purchasing Agreement 23723 for Prefabricated and Modular Bridges](#)
- [DES Consultant Services for Technical Training and Assistance \(Transportation and Construction Sectors\)](#)
- Washington State Traffic Safety Commission (WTSC) [Competitive Solicitation No. 2024-04 Traffic Safety Law Enforcement Liaison](#)
- Whatcom Transportation Authority (WTA) [Janitorial Services 2024-019 RFP](#)
- [DES – 29723 – Doors, Frames, and Hardware](#)

Subcontracting Notices

- [SIA New Administration Building – Bouten Construction Invitation to Bid](#)
- Opportunity [-HMIS RFP 374129 Information Management Field Support Replacement Facility](#)

UPCOMING EVENTS

[Events](#) - Virtual unless otherwise noted

- Focused Classes

Contact Us

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

info@washingtonapex.org

Main Center
Thurston EDC
4220 6th Ave.
Lacey, WA 98503
360-860-6945

Administrative Staff
Tiffany Scroggs,
Program Manager
Marnie Tyson
Tori Stoner

Innovation Station
Kate Hoy

Thurston EDC
Grady Smith
Leslie Miller

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

- Monthly Meetings
- Series Courses
- Tradeshows

FOCUSED CLASSES

Joining the MRSC Roster

8/21/2024 11:00 PM - 12:00 PM

This one-hour live webinar will provide a brief overview of how state and local agencies purchase construction and other public works valued at under \$350,000. An overview of how to join the MRSC Statewide Roster will be provided. Bring your questions!

SBA Wednesday Webinar -SBA Surety Bond Guarantee Program

8/21/2024 10:00 AM - 11:00 AM

Wednesday Webinars with SBA Seattle is an ongoing series of free, virtual, webinars covering a variety of topics to benefit small business owners. Federal, state and local governments purchase billions of dollars of goods and services every year. Learn about the SBA's Surety Bond Guarantee Program and how it can help your business with assistance in obtaining federal contracts, and the procedures to apply for the program.

Future Frontiers: NASA Acquisition Forecast & Demo

8/21/2024 1:00 PM - 2:30 PM

Are you a Small Business, 8(a), Women Owned Small Business, HUBZone, or Service-Disabled Veteran Owned Small Business? The "NASA Acquisition Forecast & Demo" was curated just for you! "NASA Acquisition Forecast & Demo" is an insightful webinar designed to provide small businesses with a strategic overview of NASA's upcoming acquisition opportunities.

City of Tacoma Equity in Contracting 101 & Small Business Technical Assistance Workshop

8/22/2024 2:00 PM - 3:30 PM

City of Tacoma Municipal Building, Room 28, 747 Market St, Tacoma, WA, 98402

As part of its ongoing work to address disparities for historically underutilized businesses owned by minority, women, and socially and economically disadvantaged individuals, the City of Tacoma's Equity in Contracting (EIC) team is hosting a workshop on technical assistance and resources available to small businesses.

Solicitation Review: Go or No-Go Decisions - DAY 1 and 2 (IN PERSON)

8/27/2024 2:30 PM - 4:30 PM DAY 1

8/28/2024 12:30 PM - 4:30 PM DAY 2

The Spot, 555 Pacific Avenue, Bremerton, WA, 98337

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

[Click Here for a Map of
our Locations](#)

There are many things to consider in whether to go after an award for a contract or not. This workshop will provide tools to conduct a solicitation review to make a "GO" or "NO-GO" decision. Our goal in this workshop is to make sure you are not surprised after the contract award of missed terms and conditions. Free Parking is available below the building.

L&I: Taller Presencial para Contratistas en Spokane by SBDC

8/27/2024 4:00 PM - 5:00 PM

4420 E 8th Ave, Spokane, WA, 99212

En este taller de contratistas con Labores e Industrias hablaran sobre las licencias, permisos, regulaciones, y verificación de contratistas. Pongase al tanto de todos los cambios regulatorios que afectan a los contratistas y empleadores de contratistas.

Presentado por la representante para pequeños negocios de Labores e Industrias, Andrea Muñoz, Julie Perales y nuestra asesora de negocios del SBDC: Ursula Sanson

A Bridge Project Necessity: Insurance

8/28/2024 3:30 PM - 5:00 PM

Are you planning on participating in a project like the Interstate Bridge that will be building a bridge over a navigable waterway? Did you know the Longshore & Harbor Worker's Compensation Act applies to your business if you perform work around "navigable" waterways? Join us to learn everything you'll need to know to ensure you, and your business are covered.

DCAA Billing Series

9/4/2024 11:00 AM - 12:30 PM

The National APEX Accelerator Alliance (NAPEX) and your local APEX Accelerator Program is excited to announce the upcoming DCAA Billing Series, including Provisional Billing Rates and Barriers to Payments from a DCAA Perspective.

Wage Determination - Service Contract Act or Davis Bacon Act

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

How does the Service Contract Act (SCA) or Davis Bacon Act (DBA) apply to me? When do I need to pay attention to labor acts? Join us to learn: How to read Wage Determination, how a Wage Determination applies to you and your responsibility to pay the correct wage rates.

Road to Success: Estimating Essentials in Construction

9/4/2024 2:00 PM – 3:00 PM

Tri-Cities Business and Visitor Center, 7130 W Grandridge Blvs, Kennewick, WA, 99336

Unlock new opportunities for your small and diverse business at our "Road to Success: Estimating Essentials in Construction" workshop. Learn the fundamentals of construction estimating from a Korsmo Construction expert and gain valuable insights on preparing precise and competitive bids. Don't miss this chance to enhance your skills and connect with industry professionals—register today!

Camino al Éxito: Fundamentos de la Estimación en la Construcción

Tri-Cities Business and Visitor Center

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

Tri-Cities Business and Visitor Center, 7130 W Grandridge Blvd, Kennewick,

WA, 99336

Desbloquee nuevas oportunidades para su pequeña empresa diversa en nuestro taller "Camino al Éxito: Fundamentos de la Estimación en Construcción". Aprenda los fundamentos de la estimación en construcción de un experto de Korsmo Construction y obtenga valiosos conocimientos sobre cómo preparar ofertas precisas y competitivas. No pierda esta oportunidad para mejorar sus habilidades y conectarse con profesionales de la industria: ¡regístrese hoy!

Networking Know-How

9/4/2024 9:00 AM - 11:30 PM

Being well-networked plays a key role in government contracting success. Find out what you need to know and do to put your best self forward.

Cost and Price Proposal Preparation

9/11/2024 2:00 PM - 4:30 PM

2021 NW Myhre Rd, Suite 100, Silverdale, WA 98383

Our session is focused on the key components to prepare a price proposal for government contracting opportunities and feel confident with your price.

MONTHLY SESSIONS

SBIR/STTR Open Office Hours

8/23/2024 9:00 AM - 10:00 AM

Learn about the basics of SBIR in an open office informal environment.

Contracting Coffee Hour

9/4/2024 8:00 AM - 10:00 AM

Got contracting questions? We have answers!

University of Washington Virtual Workshops for Suppliers

9/5/2024 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

9/6/2024 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 focus is to share resources for growing your business.

APEX: Prime Connect

9/11/2024 8:00 AM - 9:00 AM

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

SERIES COURSES

Advanced PortGen 2024 is a training series designed for small, minority, and women-owned businesses wanting to learn how to be successful with

government contracting.

Each class will combine a resource video of detailed information and a virtual live Q&A session to discuss the topic.

Resource videos will be available to watch before the live session

During this series learn how to identify requirements to be responsive and gather resources to support your efforts in selling to the Port of Seattle and other agencies.

For Each session

[Register for the live virtual sessions](#)

September 17th – Subcontracting and Contracting Vehicles

September 26th – Prevailing Wage

October 1st - Project Labor Agreements

October 15th - Indirect Cost Rates and Cash Flow

October 24th - Insurance

October 29th - Bonding

- Resource Video: will be available approximately 30 days before the live session
- Watch the Resource Video before the live session
- Bring your questions and Chat with the Experts at the virtual session

Join the party on December 11 – [Celebration of Small Business](#) at Port of Seattle Pier 69 Atrium

TRADESHOWS

[2024 Black Business Leadership Conference - R.U.B.B. Initiative](#)

8/17/2024 10:00 AM - 4:00 PM

Seattle HUB, 4001 E Stevens Way NE, Seattle, WA, 98195

Join us at this in-person conference which will be full of resources, connections, accountability and growth for black leaders in business. There will be networking, mentor meetups, educational workshops and breakout sessions, headshots and much more. WA APEX Business Outreach & Training Specialist, Maryam Lynch-Tate, will be one of many presenters offering various educational workshops in the areas of brand, sales and marketing; professional development; legal and operations; and financial management.

[CMMC-PNW: Cybersecurity Compliance Conference](#)

8/20/2024 8:30 AM - 4:00 PM

As part of its ongoing work to address disparities for historically underutilized businesses owned by minority, women, and socially and economically disadvantaged individuals, the City of Tacoma's Equity in Contracting (EIC) team is hosting a workshop on technical assistance and resources available to small businesses.

[Regional Contracting Forum](#)

9/12/2024 8:00 AM - 3:00 PM

McCaw Hall Seattle Center, 321 Mercer Street, Seattle, WA, 98109

Businesses will meet with prime contractors and consultants in one-on-one sessions during pre-scheduled interviews. It also allows you to present what you do and why you believe you are the perfect match for a particular service.

You should bring business cards, typically a one-page line card marketing material to include your firm's contact information, list of products and or services you provide, and if applicable, current government contracts you currently hold.

Washington Procurement Connect

10/8/2024 7:30 AM - 4:00 PM

1500 Commerce St, Tacoma, WA, 98402

Join DES and our partners at this first annual conference aimed at strengthening the relationship between Washington state small businesses and the governments that buy their goods and services and contract with them for public works.

North Puget Sound Contracting Conference

11/7/2024 10:00 PM - 3:00 PM

Lynnwood Convention Center 3711 196th St SW, Lynnwood WA 98036

Showcase your organization at the largest business-to-government conference in the North Puget Sound Region. Access panel discussions, industry forecasts, networking opportunities, and matchmaking!

Seattle Reverse Vendor Tradeshow 2024

11/13/2024 11:00 AM - 3:00 PM

305 Harrison St, Seattle, WA, 98109

Join us at the 2024 Reverse Vendor Trade Show! But what is a Reverse Vendor Trade Show? It's an event where vendors can visit booths hosted by public agencies rather than the agencies visiting the vendors. This unique setup provides an excellent platform for showcasing your products and services to prospective buyers seeking new and innovative solutions. Save the date – this is an event you won't want to miss!

Meet the BIGS! Doing Business with the Government 2024

11/20/2024 9:00 AM - 1:00 PM

Northern Quest Resort and Casino, 100 N Hayford Rd, Airway Heights, WA, 99001

Are you a small business owner wanting to SELL to the government or SUBCONTRACT to large prime contractors? If so, come MEET THE BIGS! You will have the chance to network with the largest government purchasers in our area, like Fairchild Air Force Base and the US Forest Service, as well as large prime contractors doing millions of dollars of work with the government every year.

SPACEPOWER Conference

12/10/2024 6:00 AM - 3:00 PM

Hilton Orlando, 6001 Destination Pkwy, Orlando, FL, 32819

The SPACEPOWER Conference is uniting over 2,000 Guardians, military leaders from multiple government agencies, private sector organizations, industry innovators, domain thought leaders and top-tier media. Together, we aim to share and highlight the latest in space technologies, safeguarding innovations, and future missions—all under one roof.

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.

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:



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

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