

APEX ALERT

News, Events &
Bid Opportunities



WASHINGTON
APEX
ACCELERATOR
FORMERLY WASHINGTON PTAC

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CONTRACTING OPPORTUNITIES

Agency Opportunities

- [DES Plumbing Fixtures, Plumbing Repair Parts, and Culverts - 23623 Due 8/5](#)
- [SW-C1125 Cape Disappointment State Park - Replace Failing Culverts on Campground Access Road Due 7/24](#)
- [WSLCB 2024-02 Social Equity in Cannabis Due 8/7](#)

Subcontracting Notices

- [Skanska Baggage Optimization Project – Phase 3](#)
- [Kiewit – SR 169 & SR 509 Fish Passage](#)
- [Kiewit – I-90 & SR 900 Fish Passage](#)

UPCOMING EVENTS

Events - Virtual unless otherwise noted

- Focused Classes
- Monthly Meetings
- Series Courses
- Tradeshows

FOCUSED CLASSES

[SWEDISH FIRST HILL EXPANSION: NORTH TOWER - Mortenson Pre-Bid Conference](#)

Contact Us

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

info@washingtonapex.org

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

7/17/2024 7:30 AM -8:30 AM

Join us Wednesday, July 17th and learn more about upcoming bid-packages for the Swedish First Hill Expansion project! We'll discuss timing of packages, scopes of work available, requirements, and share information about how to connect with our organizations for future opportunities. All businesses are encouraged to attend to learn more.

OMWBE Workshops

7/17/2024 10:00 AM - 2:00 PM

Tabor 100

7100 Fort Dent Way, Seattle, WA, 98188

Learn about the benefits of small business certifications, including Public Works Small Business Enterprise (PWSBE), Minority Business Enterprise (MBE), Women's Business Enterprise (MWBE) and more. Certification can make you more visible to Prime contractors and local agencies.

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

Locations

Multiple Award Construction Contracts (MACC)

7/17/2024 3:30 PM - 4:30 PM

What is MACC or MATOC? How do they work? In this class you will learn the process of the Department of Defense awarding MACCs (Multiple Award Construction Contracts) and MATOCs from public notices to issuing task orders. You will also learn about the opportunities to be a subcontractor.

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Mining Data from WA Statewide Contracts (IN PERSON)

Dorothy Haggen Conference Room, #106

7/18/2024 3:00 PM - 4:30 PM

2211 Rimland Drive, Bellingham, WA, 98226

Washington State uses over 170 statewide contracts to buy goods and services from over 1,500 businesses. Learn how to find valuable market data from Statewide Contracts to help your business compete on local and state

government contracts.

King County Goods, Services & Technology Supplier Orientation (External) 2024

7/18/2024 10:00 AM - 12:00 PM

During this free online 2-hour session, we'll discuss: registering as a King County Goods, Services & Technology Supplier, 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.

Preparing to Bid - Temporary Medical Staffing Statewide Contract

7/19/2024 9:00 AM - 10:00 AM

Join us for a 1 hour live interactive session - we will be sharing Tips & Tools for Bidding on the statewide contract for Temporary Medical Staffing. We will cover how to dissect the solicitation using take-home tools including a pre-bid checklist and bid/no-bid decision matrix you can customize for your needs. Brought to you by APEX Accelerator and DES State Contracts Assistance Network (SCAN).

Indirect Cost Rates & The Safe Harbor Program

7/23/2024 10:00 AM – 12:00 PM

IBR Conference Room, 3rd Floor

500 Broadway Street, Vancouver, WA, 98660

Do you have questions about Indirect Cost Rates in relation to Government Contracting? Join us and hear from a CPA specializing in indirect cost rate audit questions and WSDOT's Safe Harbor Program Audit Specialist. Learn all about WSDOT's Safe Harbor program, FAR Part 31 compliance and what to expect after graduating.

Longshore & Harbor Worker's Compensation Act - Insurance

7/24/2024 3:30 PM - 4:30 PM

Join for this training and you will learn: the details of the Longshore & Harbor Worker's Compensation Act, why special insurance is needed for navigable waterways, consequences of not having the appropriate insurance coverage, SBA contact information to confirm if your firm is subject to the Longshore & Harbor Worker's Compensation Act and where to find surety companies to purchase insurance policies.

Final Rule Prompt Payment and Return Retainage requirements with Toolkit

7/24/2024 10:00 AM- 12:00PM

This session is for recipients already awarded Federally funded contracts. During this session, DBE Subject Matter Experts from FHWA will provide presentations on how to ensure a contract is compliant before the contract is awarded. The presentations will cover both what has and has not changed under the Final Rule. After the presentations, the SMEs (Subject Matter Experts) will have an unmoderated conversation about pre-award dos and don'ts.

Train the Trainer: Doing business w/ODOT

7/26/2024 10:00 AM – 12:00 AM

This is a "Train the Trainer" event for small business resource partners preparing their clients for the upcoming Interstate Bridge Project between Portland, OR and Vancouver, WA, on how to do business with ODOT.

Requirements for TVMs in the New DBE Rule

7/30/2024 12:00 PM -1:30 PM

FTA DBE Subject Matter Experts will explain the changes in the DBE Final Rule that are unique to FTA recipients/TVMs.

NUWC (Naval Undersea Warfare Center) Division Keyport Industry Engagement - Test and Evaluation Department

7/30/2024 10:00 AM - 11:00 AM

The Naval Undersea Warfare Center (NUWC) Division, Keyport is hosting a virtual Industry Engagement on July 30, 2024. The focus of this Industry Engagement will be on NUWC Division, Keyport's Test and Evaluation Department. Learn more about the Department, procurement opportunities, and projections, followed by a time for question and answers.

Diverse Business Open House Luau - Portage Bay Bridge Project

7/30/2024 3:30 PM - 5:30 PM

2424 42nd Ave S, Seattle, WA, 98168

Skanska is looking forward to strengthening our Subcontract Network by hosting this exciting in-person event at the Tukwila Community Center, for the Small, Veteran, Minority and Woman owned business Community. This is a great opportunity to meet the project executives, manager, procurement and outreach staff. We will also have staff from the WSDOT Brickyard project and Skanska Building sharing bid opportunities that they have.

Steps Leading to a FEDERAL Contract

8/7/2024 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 to compete and be awarded a federal contract. You will learn 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.

DoD Mentor Protege Program Overview

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

Interested in growing your sales in the Department of Defense marketplace? The DoD Mentor Protege Program is designed to assist small businesses by enhancing their capabilities and increasing participation in government contracts. Join this session to explore the program's benefits, eligibility requirements, and how to become a mentor or a protege.

Steps Leading to a WASHINGTON STATE Contract

8/14/2024 2:00 PM - 4:30 PM

There are multiple steps to compete and be awarded a Washington State contract. Join us in exploring the Washington State contracting process leading to a contract award. You will learn each required step to compete for Washington State contracts, efficiency Tips and Tricks, how to get solicitations as soon as they are posted on WEBS and what to do after the contract has been awarded.

MONTHLY SESSIONS

Contracting Coffee Hour

8/7/2024 8:00 AM - 10:00 AM

Got contracting questions? We have answers!

University of Washington Virtual Workshops for Suppliers

8/1/2024 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 – August

8/2/2024 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

8/14/2024 8:00 AM - 9:00 AM

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

Doing Business with the State – DES

7/18/2024 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.

SERIES COURSES

SBA Wednesday Webinar - 8(a) Business Development Program

7/17/2024 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. Join us to learn about the 8(a) Business Development Program, program eligibility, and benefits of certification.

Absher Small-Business Summit 2024 Summer Workshop Lineup

7/25/2024 4:00 PM - 5:00 PM

Absher is offering their annual small-business summit summer series starting

in July. The Topic of this workshop is Retaining Revenue by Managing Liability with Candace Dickson from Genuity B2B LLC.

DCAA Pricing Series (Part II)

8/7/2024 11:00 AM – 12:30 PM

The National APEX Accelerator Alliance (NAPEX) and your local APEX Accelerator Program are excited to announce the upcoming DCAA Cost Reimbursable Requirements Series. Part 2 of the Cost Reimbursable Requirements Series includes Audits Under the SBIR/STTR Programs from a DCAA Perspective and Accounting System Requirements.

TRADESHOWS

Northwest Compliance Conference

7/24/2024 8:30 AM - 5:00 PM

PNW MAC Renton Office, 1100 SW 27th St, Renton, WA, 98057

PNDC has expanded this conference into a 2-day program designed to provide comprehensive coverage on a wider variety of compliance-related matters, including import/export logistics and cybersecurity regulations. The programming will still be tailored to assist Northwest companies in navigating the complexities of ITAR, EAR, and other critical trade controls. Don't miss this opportunity to gain essential knowledge and practical advice to ensure your company's compliance with ever-evolving regulations.

2024 Planes Trains and Automobiles

7/31/2024 1:00 PM- 4:00 PM

Northwest African American Museum, 2300 S Massachusetts St, Seattle, WA, 98144

Sound Transit, WSDOT, and Port of Seattle share how (certified and non-certified) small businesses can do business with each agency. Come and hear from each Agency's Small & Disadvantaged Business Program Managers and learn how (certified and non-certified) small businesses do business with each agency.

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

Edward D. Hansen Conference Center, Angel of the Winds Arena, 2000 Hewitt Ave, Everett, WA, 98201

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!

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. Exhibitors: please call or email Aleesha Roedel at 509.321.3646, aroedel@greaterspokane.org, to register.

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.

[Recorded webinars](#) available

APEX Calendar

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:



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SPOKANE**
inc.



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