

# APEX ALERT

News, Events &  
Bid Opportunities



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## Upcoming Events

Events - Virtual unless otherwise noted

- Focused Classes
- Monthly Meetings
- Series Courses
- Tradeshows

## Focused Classes

### Finance: Expanding for bigger projects

3/19/2024 3:30 PM - 5:00 PM

Is your business ready to expand but your cashflow isn't enough? The need for access to affordable and flexible working capital is crucial to the success of any business. Join us to learn all about what creative solutions are available to you, how to access, and who to call with our next workshop: "Finance: Expanding for bigger projects."

### Business Development - Session 2: Qualifying Opportunities

3/19/2024 1:00 PM - 2:00 PM

Our new 2024 "Government Contracting Business Development" workshop series will cover methods on how to think through channels for new business and better position your company to successfully bid on RFPs. These sessions specifically are designed for small to medium-sized businesses who want to better understand the components of winning new

## Contact Us

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

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County  
Trena Payton  
Maryam Lynch-Tate

customers and tactics to get more exposure for your company. In the 2nd session we will learn how to Qualify opportunities and determine if those opportunities are a good fit for your business.

**SBA Wednesday Webinar - Woman Owned Small Business (WOSB) Certification Program**

3/20/2024 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. On the third Wednesday of each month, we will be focusing on government contracting opportunities, certifications, and business development programs. The federal government's goal is to award at least 5% of all federal contracting dollars to women-owned small businesses each year. Joining the WOSB Federal Contract program makes a business eligible to compete for federal contracts reserved for the program's certified participants.

**Longshore & Harbor Worker's Compensation Act - Insurance**

3/20/2024 3:00 PM - 4:30 PM

Did you know the Longshore & Harbor Worker's Compensation Act applies to your business if you perform work around "navigable" waterways? Join us and learn how the Longshore & Harbor Worker's Compensation Act impacts your business!

**Construction Firms Orientation: How to do Business with King County**

3/21/2024 10:00 AM - 12:00 PM

King County offers a Construction Firm 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.

**Project Opportunity with Flatiron: Elliott West Wet Weather Treatment Station**

3/25/2024 11:00 AM - 12:00 PM

Flatiron seeks accredited Veteran, MBE, WBE, DBE, and SBE subcontractors and suppliers in the Greater Seattle area to join our team for this upcoming project. Learn more about Flatiron, the Elliott West Wet Weather Treatment Station project for King County's Wastewater Treatment Division, and specific scopes of available work at this live webinar. Flatiron is committed to promoting a level playing field by ensuring open, fair, and equitable processes in our hiring practices and procurement of services.

**SBIR/STTR Open Office Hours**

3/22/2024 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

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

great way to meet with respected experts in the field and get general questions about R&D funding answered. REGISTRATION IS NOT REQUIRED.

### NUWC Division Keyport Industry Engagement - Undersea Weapons Department -NAVSEA

3/26/2024 10:00 AM - 11:00 AM

The Naval Undersea Warfare Center (NUWC) Division, Keyport is hosting a virtual Industry Engagement on 26 March 2024. The focus of this Industry Engagement will be on NUWC Division, Keyport's Undersea Weapons Department. Learn more about the Department, procurement opportunities, and projections, followed by a time for questions and answers.

### Request for Equitable Adjustment (REAs)

3/27/2024 3:00 PM - 4:30 PM

After the contract award, often there are contract modifications. You may find yourself needing to submit a Request for Equitable Adjustment (REA) and not knowing what's required. Learn how to navigate REAs with us!

### Taxes: Government Contract Closeout Procedures

4/2/2024 3:30 PM - 5:00 PM

Is your business prepared to navigate taxes when you win a Public Works contract? Did you know there are specific government contract closeout procedures for taxes? Join us for our virtual workshop with the WA State Department of Revenue to learn all there is to know about taxes in Government Contracting!

### Networking Know-How

4/8/2024 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.

### 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.

### SBA Wednesday Webinar - Veteran Owned Small Business Certification Program

4/17/2024 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. On the third Wednesday of each month, we will be focusing on government contracting opportunities, certifications, and business development programs. Certified veteran-owned small businesses (VOSBs) have additional opportunities to pursue sole-source and set-aside contracts at the Veterans Administration (VA) under the VA's Vets First program. Join us this week to learn about program eligibility, benefits, and opportunities available to VOSBs and SDVOSBs.

### 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.

### 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 Firm 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.

## Monthly Sessions

Got contracting questions? We have answers!

### Doing Business with the state – DES

3/21/2024 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.

### Contracting Coffee Hour

4/3/2024 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

4/4/2024 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

4/5/2024 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

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

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

### Wednesday with the Deputy for Small Business

2/27/2024 10:00 AM - 11:30 AM

19225 8th Ave NE, Poulsbo, WA, 98370

Wednesday with the Deputy for Small Business is an opportunity for Industry partners to learn about doing business with the Naval Undersea Warfare Center (NUWC) Division, Keyport.

## Series Courses

### Business Development - Session 3: Positioning your Business

3/26/2024 1:00 PM - 2:00 PM

Our new 2024 "Government Contracting Business Development" workshop series will cover methods on how to think through channels for new business and better position your company to successfully bid on RFPs. These sessions specifically are designed for small to medium-sized businesses who want to better understand the components of winning new customers and tactics to get more exposure for your company. In the 3rd session, we will learn how to Position your Business with a focus on how to meet with your customer, ask questions, and build rapport.

### SWDOT In-Person Regional DBE 101 Training

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

3/28/2024 9:00 AM - 1:00 PM

2809 Rudkin Rd, Yakima, WA, 98903

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.

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

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

310 Maple Park Ave SE, Olympia, WA, 98501

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.

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

4/11/2024 9:00 AM - 1:00 PM

2830 Euclid Ave, Wenatchee, WA, 98801

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



This training is for YOU! WSDOT's Office of Equity and Civil Rights (OECR) will hold in-person trainings 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.

### 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

This training is for YOU! WSDOT's Office of Equity and Civil Rights (OECR) will hold in-person trainings 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.

### Solicitation Review: Go or No-Go Decisions - DAY 1 and 2

4/9/2024 2:30 PM - 4:30 PM DAY 1

4/10/24 12:30 PM - 4:30 PM DAY 2

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.

## Tradeshows

### 2024 Small Business Industry Day -- Walla Walla District

3/19/2024 8:00 AM - 4:00 PM

6 E Rose St, Walla Walla, WA, 99362

There is no charge to participate, but registration is required due to limited seating. This Industry Day event features informational briefings presented by District Staff, Small Business Administration, APEX Accelerator (Formerly PTAC), and opportunities to take part in roundtable discussions and information about: SBA regulatory and legislative updates; program & contracting processes; forecast of upcoming opportunities; Corp panel discussion focused on doing business with the Corps; and Break-Out Sessions focused on A&E Services, Construction, Hydropower, Flood Risk-Emergency Response; Navigation; Recreation; Environmental and Service contract requirements.

### Women-Owned Small Business Industry Day - U.S. Department of Veterans Affairs

3/20/2024 4:00 AM - 2:00 PM

The virtual industry day will highlight opportunities for Women-Owned Small Businesses, Service-Disabled Veteran-Owned Small Businesses, and other small and disadvantaged businesses that seek to do business with CFM. Participants will learn about CFM's mission and priorities, and understand the requirements, best practices, and expectations of doing business with the organization. Attendees will also have an opportunity to attend networking break-out sessions with CFM acquisition leaders.

### AWMB 2nd Annual NW Contractors' Day

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

2920 E R St, Tacoma, WA, 98404

Converge at our second Association of Women and Minority Businesses (AWMB) Contractor's Day held annually to foster economic vitality in Washington State and the Northwest region through Diversity, Equity, and Inclusion while advocating for the increased utilization of certified women, minority, DBE, BIPOC, and Veteran owned businesses in all procurement endeavors.

### **BRIDGING PARTNERSHIPS 2024**

4/3/2024 7:30 AM - 5:00 PM

7016 W Grandridge Blvd, Kennewick, WA, 99336

Elevate your business game at the 17th Annual Bridging Partnerships Small Business Symposium on April 3-4, 2024! Join us for two days of unparalleled networking, insightful learning sessions, and relationship-building opportunities. Whether you're from a small or large business, this event is your gateway to increased procurement and business prospects. Secure your spot now and be part of an impactful experience that propels your business to new heights!

### **Women Owned Small Business Contracting Summit: Information, Innovation & Emerging Technologies**

4/9/2024 5:30 AM - 9:00 AM

We invite all small businesses to attend this federal contracting summit. The educational agenda will include updates from the U.S. Department of Education on key areas of focus:

Cloud and Infrastructure, Application Development, Network Services, Data Analysis, Artificial Intelligence, Cybersecurity and Emerging Technology. As well as technical training, access to federal agencies and prime contractors, and the opportunity to meet one-on-one with Agency and Prime Acquisition Representatives. See the event site to see the list of agencies and prime contractors and more details.

### **Meet the Agencies - Tri-Cities**

5/14/2024 1:00 PM - 4:00 PM

435 N Clover Island Dr, Kennewick, WA, 99336

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. Tri-Cities area government agencies will be ready to have conversations about everything you need to know about contracting with an agency.

### **2024 Small Business Forum & Expo – DOE**

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

1300 Nicollet Mall, Minneapolis, MN, 55403

When you attend DOE's 2024 Small Business Forum & Expo, you will have an unparalleled opportunity to connect with small businesses, national laboratories and program offices, and prime contractors, all of whom help advance the Agency's missions.

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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.

## 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:



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

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