

# APEX ALERT

News, Events &  
Bid Opportunities



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## CONTRACTING OPPORTUNITIES



[Agency Opportunities](#)

[Subcontracting Notices](#)



### Upcoming SBIR/STTR Releases

Small business innovation research (SBIR) funding is available to small businesses working on cutting-edge technology. Your Washington

## Contact Us

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

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

### Main Center

Thurston EDC  
4220 6th Ave.  
Lacey, WA 98503  
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### Administrative Staff

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Trena Payton  
Maryam Lynch-Tate

### Sub Centers

Economic Alliance  
Snohomish County

APEX Accelerator SBIR Program can provide Phase 0-type assistance with DOD, DOT, NASA, and Homeland Security.

#### Preparing an NSF Project Pitch

10/23/2024 9:00 AM - 10:30 AM PST

Learn about how to prepare an NSF Project pitch and about the new pilot Phase 0 program for Washington State-based small businesses.

#### SBIR/STTR Open Office Hours

10/25/2024 9:00 AM - 10:00 AM

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

#### Protecting Innovation at DARPA

10/30/2024 10:00 am - 11:00 am

Learn how DARPA protects IP in its contracts.

#### 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.arc.wa.gov)

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Shannon Farley

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Economic Development  
Council  
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Green River College  
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Tri-City Regional  
Chamber of Commerce  
Maria Alleman

[Locations](#)

## Upcoming Events

#### Events - Virtual unless otherwise noted

- Focused Classes
- Monthly Meetings
- Series Courses
- Tradeshows

### FOCUSED CLASSES

#### How to Do Business with King County: Goods, Services & Technology Supplier Orientation

10/17/2024 10:00 AM - 11:30 AM

King County offers a Goods, Services & Technology Supplier Orientation. During this free 2-hour online session, we'll discuss registering as a King County supplier and more!

#### South Sound Entrepreneurship Week: Intro to Government Contracting

10/23/2024 11:00 AM - 12:30 PM

Goodwill Milgard Work Opportunity Center, 714 S 27th St, Tacoma, WA, 98409  
South Sound Entrepreneurship Week is a five-day celebration of South Sound's vibrant entrepreneurial spirit. Led by local entrepreneurs and fueled by our city's

unique startup ecosystem, this event is your gateway to discovering Tacoma's innovative heartbeat. Those attending will gain valuable tools and resources for every stage of the entrepreneurship journey; from ideation, to starting a new business, or scaling an existing business.

### **DoD Cybersecurity Requirements (IN PERSON)**

10/23/2024 2:00 PM - 4:30 PM

WorkSource, Room #113, 3120 NW Randall Way, Silverdale, WA 98383

Learn about the cybersecurity requirements for DoD and other federal contracting. After you have taken this class, you will be able to differentiate between CMMC 2.0 and NIST 800-171.

### **Navigating Bonding: Strategies for Small Business Success with GSA & U.S. DOT OSDBU**

10/24/2024 10:00 AM -1:00 PM

Are you a small business or industry partner interested in learning bonding strategies for business growth in federal contracting? If so, join this FREE virtual training course for a brief overview of the U.S. DOT Bonding Education Program (BEP), insightful industry perspectives from successful small businesses, and a panel discussion with GSA and U.S. DOT buyer representatives.

### **City of Tacoma Capability Statements 101**

10/24/2024 2:00 PM - 3:00 PM

City of Tacoma Municipal Building, Rm 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.

### **Capabilities Statement - Writing for Impact**

10/29/2024 9:00 AM - 11:30 AM

This workshop is for firms interested in networking and developing relationships with local, state and federal government agencies. The ability to market your firm's strengths through a capabilities statement is one of the first steps in being successful with government contracting. Please be prepared 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.

### **DoD Cybersecurity Requirements - ONLINE MEETING (LIVE)**

10/30/2024 2:00 PM - 4:30 PM

Learn about the cybersecurity requirements for DoD and other federal contracting. After you have taken this class, you will be able to differentiate between CMMC 2.0 and NIST 800-171.

### **DCAA Pricing Series**

11/6/2024 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 Pricing Series. Part 1 of the Pricing Series includes Elements of an Adequate Proposal and Indirect Costs and Rates.

### **Engaging with AArete, LLC Virtual Business Opportunity Session -Direct Access**

### Program

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

AArete is seeking small businesses with socioeconomic certifications. AArete has a robust team dedicated to business development, capture and bids and proposals, which is constantly evaluating federal, state, and local market opportunities. Learn more at our Business Opportunity Session.

### Letters to the Government - ONLINE MEETING (LIVE)

11/13/2024 3:00 PM - 4:30 PM

After the contract award, often there will be the need to write letters to the government. You may find yourself needing to respond to a government letter or need to initiate a letter to the government and there is a style, content, and format to use.

### Staying Local? Learn How to Target Local Agencies in WA State (IN PERSON)

11/14/2024 3:00 PM - 4:30 PM

Finding purchasing data on local agencies can be challenging due to fragmented data sources, limited transparency and resources, and knowing where to look. Learn what tools are available to dig into the data for targeting agencies in your local market.

## MONTHLY SESSIONS

### APEX: Prime Connect

10/16/2024 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

10/17/2024 3:00 PM - 4:00 PM

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

### Wednesday with the Deputies for Small Business

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

The Vibe Coworks, 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.

### APEX & SBDC First Friday Follow-Up - November

11/1/2024 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.

### Contracting Coffee Hour

11/6/2024 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

11/7/2024 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.

## 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**

October 15th - Indirect Cost Rates and Cash Flow

October 24th - Insurance

October 29th - Bonding

November 14th - Project Labor Agreements

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

### Tradeshows

**AGC of Washington Contractor Exchange**

10/16/2024 9:00 AM - 12:00 PM

1200 Westlake Ave N, Seattle, WA, 98109

If you're a specialty contractor, certified DBE or SBE, this is the event for you.

The Contractor Exchange -- one of our most popular annual events, and free to participants -- lets specialty contractors meet with general contractors in eight-minute interviews to discuss capabilities, qualifications, and upcoming project opportunities.

**2024 WSDOT Construction & Design Open House**

10/16/2024 5:00 PM 7:00 PM

15700 Dayton Ave N Seattle, WA, 98133

The Washington State Department of Transportation will host a special open house for prime contractors, subcontractors and consultants to preview the 2024-2026 transportation projects in King, Snohomish, Skagit, Island and Whatcom

counties. Upcoming projects include pavement restoration, roundabout and culvert construction, bridge painting and bridge repair, fish passages and more.

### **2024 Sound Transit Contracting Expo: Partnering for Progress**

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

Get ready for Sound Transit's 3rd Contracting Expo! A Sound Transit virtual conference for consultants, contractors, vendors and service providers about partnering and doing business with Sound Transit, upcoming contract opportunities, and the agency's values, strategy and plans.

### **MARITIME DEFENSE CONFERENCE -PNDC**

10/22/2024 8:30 AM 2:00 PM

Staybridge Suites

9600 Harbour Pl, Mukilteo, WA, 98275

The Pacific Northwest Maritime Defense Conference will bring military private sector leaders together to discuss the latest maritime initiatives. Don't miss this exclusive opportunity to connect with the people you need to meet and learn what you need to know from the people in-the-know

### **Contractors Meet & Greet**

Clark College, Gaiser Hall, 1933 Fort Vancouver Way, Vancouver, WA, 98663

10/22/2024 1:00 PM - 4:00 PM

Join us for our premier Contractors Meet & Greet networking event on October 22nd, proudly presented by Washington Trust Bank and Perkins & CO.

Network with primes, subs, and DBEs, focused on the upcoming Interstate Bridge Replacement Project and other public works projects. Hear directly from industry experts about what it takes to compete on this major project, gain insights on transitioning from sub to prime, and connect with key resource organizations like Washington APEX Accelerator, the IBR, WSDOT, TriMet, SWCA and NAMC, and many more!

### **Korsmo Construction and Tacoma Public Schools Trades & Hiring Fair**

11/1/2024 10:00 AM - 3:00 PM

2727 E D St, Tacoma, WA, 98421

The Tacoma Public Schools and Korsmo Construction Trades and Hiring Fair hosted by the City of Tacoma gives area high school students and community members an exciting, immersive opportunity to learn about career pathways in various trades and industries.

Incorporating hands-on activities and live demonstrations, industry professionals from a variety of trades are available to answer questions and give students a preview of what it is like to work in their respective fields. If you are a subcontractor or small business who would like to help introduce students to the multifaceted world of the trades industry, please sign up to be a vendor today!

### **North Puget Sound Contracting Conference**

11/7/2024 10:00 AM - 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

**Small Businesses:** You'll 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.

**Prime Contractors and Agencies:** Whether you are looking to expand your pool of suppliers and subcontractors, or you need to meet your small business/outreach goals, MTB will give you the opportunity to meet and talk about doing business with hundreds of local small businesses from a variety of industries.

### SPACEPOWER Conference

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

6001 Destination Pkwy, Orlando, FL, 32819

### Alliance Northwest

Greater Tacoma Convention Center 1500 Commerce St, Tacoma, WA, 98402  
3/19 & 20/2025

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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

APEX Calendar

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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:



**GREATER  
SPOKANE**  
inc.



**CREDC**  
ECONOMIC DEVELOPMENT



**KITSAP**  
ECONOMIC  
DEVELOPMENT  
ALLIANCE

**TRI-CITY REGIONAL**  
CHAMBER OF COMMERCE



Economic Alliance  
SNOHOMISH COUNTY



**THURSTON**  
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COLLEGE

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

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