

APEX ALERT

News, Events &
Bid Opportunities



WASHINGTON
APEX
ACCELERATOR

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CONTRACTING OPPORTUNITIES

Agency Opportunities

WSDOT - [WASHINGTON STATE ZERO-EMISSIONS MEDIUM & HEAVY-DUTY VEHICLE\(S\) \("MHDV"\) INCENTIVE PROGRAM](#)
Due 10/21

WSDOT - [BDO Services to Manage DBE Supportive Services Program](#) Due 10/04

City of Kirkland - [Streamlining Design Review](#) Due 10/03

WA DES - [02724- Paint, Painting Supplies and Painting Services](#) Due 10/21

WA DES - [24-0001 DES Branded Products](#) Due 10/11

WA DES - [04618 Radio Frequency Identification \(RFID\) Solution](#) Due 10/11



[SBIR/STTR Open Office Hours](#)

Contact Us

Contact a Government Contracting Specialist today for assistance with all your government contracting questions.
info@washingtongapex.org

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Thurston EDC
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Sub Centers

Upcoming SBIR/STTR Releases

Small business innovation research ([SBIR](#)) funding is available to small businesses working on cutting edge technology. Your Washington APEX Accelerator SBIR Program can provide Phase 0 type assistance to these current releases:

Department of Defense SBIR Release 24.3

Participating components:

Department of Navy (Navy) • Department of Air Force (Air Force) • Chemical and Biological Defense (CBD) • Defense Health Agency (DHA) • Defense Threat Reduction Agency (DTRA) • Missile Defense Agency (MDA)

Pre-release: August 21, 2024

Opens: September 18, 2024

Closes: October 16, 2024

Other Important Links

- To find all current SBIR releases visit sbir.gov
- To find assistance on SBIR in general visit [ARC WA](#)

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](#)

Upcoming Events

Events - Virtual unless otherwise noted

- Focused Classes
- Monthly Meetings
- Series Courses
- Tradeshows

FOCUSED CLASSES

Mercer Island School District MWBE Outreach

Mercer Island High School, 9100 SE 42nd St, Mercer Island, WA, 98040

9/17/2024 4:00 PM - 5:30 PM

Contractors, Architects, and Engineers are invited to attend a MWBE networking event. The Mercer Island School District will briefly speak about the upcoming Mary Wayte Pool building project, projects planned for a 2025 Bond, and other upcoming small works. Immediately following, Contractor and Designers will have an opportunity to network.

"You Need to Pay Family Members!" And more Wage and Hour Tips for Small Business Owners - SIMBA

9/17/2024 5:30 PM - 7:00 PM

2111 W Wellesley Ave, Spokane, WA, 99205

Join us for a workshop led by David Jeary from the Washington State Department of Labor & Industries (L&I), focused on making your required Accident Prevention Program (APP) as effective as possible.

SBA Wednesday Webinar -Contracting Assistance with Washington APEX Accelerator

9/18/2024 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. Washington APEX Accelerators will explain how they assist businesses through the government-contracting marketplace. Washington APEX Accelerator's mission is to increase the number of government contracts awarded to Washington firms so that those firms can grow. We **provide no cost**, confidential, one-on-one technical assistance in all aspects of selling to federal, state, and local governments.

Using L&I's Prevailing Wage Intents and Affidavits Portal - MRSC

9/18/2024 11:00 AM - 12:30 PM

The Public Works Projects for Awarding Agencies Portal (Awarding Agency Portal, or portal) is designed to help awarding agencies manage their legal requirements with L&I.

Meet the Buyers - Why Certification Matters

9/18/2024 2:00 PM - 4:00 PM

Greater Spokane Incorporated, Suite 100

801 W Riverside Ave, Spokane, WA, 99201

Have you ever wondered what local agencies look for in contractors? Or why it's important to get certified? Join Avista, STA, Spokane PFD, and WA Apex to find out.

Cost and Price Proposal Preparation

9/18/2024 2:00 PM - 4:30 PM

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

How to Do Business with King County: Construction Firms

9/19/2024 10: 00 AM - 11: 30 AM

King County offers a Construction Contractor Orientation. Sessions are hosted online only.

Connect and Build with Cornerstone

9/19/2024 3:00 PM - 6:00 PM

Bates Technical College, Downtown Campus Auditorium

1101 S. Yakima Ave, Tacoma WA 98405

Explore current and future building projects, including small works rosters, with Cornerstone, McGranahanPBK, and local school districts in and around Pierce County.

Absher Annual WMBE/WBE Luncheon

9/20/2024 4:00 PM - 5:00 PM

Absher Corporate Office

1001 Shaw Rd, Puyallup, WA, 98372

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.

City of Tacoma Construction Projects 101

9/23/2024 1:00 PM - 2:30 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.

Disaster Readiness: Small Business Hosted by FEMA & SBA

9/24/2024 10:00 AM - 11:30 AM

FEMA and the SBA are hosting this Disaster Readiness: Small Business Continuity training. This session will focus on small business disaster readiness, business continuity plans and preparation resources from FEMA, SBA, and Operation HOPE. Join us and gain critical information and resources for small businesses to successfully navigate disaster recovery situations and build resiliency before, during, and after disasters.

How to do business with the City of Seattle

9/25/2024 4:30 PM - 6:30 PM

7100 Fort Dent Way, Seattle, WA, 98188

Learn how to do business with the City of Seattle as a consultant from speaker Steven Larson.

7 Seconds to Impact - Creating Extraordinary Elevator Pitches

Session #1: Workshop Prep 10/2/2024 9:30 AM - 9:45 AM

Session #2: Full Workshop 10/3/2024 9:00 AM - 11:30 AM

Gain critical awareness and tools you can use immediately to improve the quality of your elevator pitch.

DCAA Introductory Series

10/2/2024 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 Introductory Series, including Intro to DCAA and Audit Process Overview and Audits Under the SBIR/STTR Programs from a DCAA Perspective.

Understanding Capabilities Statements - Federal & WA State

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

This class is for firms with a desire to learn about the differences between federal and state capability statements. Knowing how to speak the correct language when writing a capability statement is half the battle. Be prepared to learn the importance of having the right elements to describe what your business does and the importance of knowing what each agency wants to see in a capability statement.

USACE Seattle District Industry Day

10/9/2024 10:00 AM – 12:00 PM

The event features informational briefings presented by USACE Seattle District staff and information about upcoming contracting opportunities.

Historical Spending and Purchasing Forecasts

10/10/2024 3:00 PM - 4:30 PM

Economic Development Alliance Skagit County, 1932 E College Way, Mount Vernon, WA, 98273

Learn where to find valuable award data and purchasing forecasts for WA state and local governments. You will learn where to find award data and forecasts, which agencies are more likely to buy what you sell, and insights into the goods and services agencies anticipate needing in the future.

Getting Certified for Government Contracting in Washington State

Skagit Station 105 E Kincaid St, Mount Vernon, WA, 98273

10/15/2024 11:30 AM - 2:30 PM

Get information about and assistance with small business certifications at this in-person workshop. Learn about the types of certifications available in Washington State, how to assess which one(s) is right for your business, the certification process, and how to maximize certifications in government contracting.

MONTHLY SESSIONS

Wednesday with the Deputies for Small Business

9/25/2024 10:00 AM - 11:30 AM

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.

Contracting Coffee Hour

10/2/2024 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

10/3/2024 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 - October

10/4/2024 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.

Yes You Can! Contracts with the government: Mastering Compliance and Project Management

Tri-Cities Business and Visitor Center

7130 W Grandridge Blvd, Kennewick, WA, 99336

9/18/2024 3:00 PM - 4:00 PM

Unlock government contracting success! Join our "Yes, You Can" - Contract with the Government, workshop for contract insights and "Mastering Compliance and

Project Management" to excel in project delivery taught by Korsmo Construction. Register now!

Si Se Puede - Contratos con el Gobierno - Cumplimiento y Gestión de Proyectos

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

9/18/2024 5:00 PM to 6:00 PM

¡Únase a nosotros para "Cumplimiento y la Gestión de Proyectos," parte de la serie "¡Sí, Se Puede! Contratos con el Gobierno" Aprenda habilidades clave con Korsmo Construction y haga networking con expertos. ¡Regístrese hoy!

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

L&I Contractor Training Day

9/13/2024 8:00 AM - 4:00 PM in Lynnwood

10/11/2024 8:00 AM - 4:00 PM in Spokane

12/13/2024 8:00 AM - 4:00 PM in Bremerton

Each event offers more than 20 different classes are offered on subjects including safety, managing your claims to control your workers' compensation costs, public works contracting, business planning, risk management, marketing and more.

2024 Washington State Business Fair (Biz Fair)

9/21/2024 8:30 AM - 9/21/2024 2:15 PM Puyallup

10/5/2024 8:30 AM - 10/5/2024 2:15 PM Pasco, **En Español**

Biz Fair is THE event that all current and aspiring small business owners should attend! This year will be the 28th annual Biz Fair, the longest running all government and nonprofit-run small business fair in Washington State. Biz Fair is free to attend and open to everyone.

Learn about valuable small business resources in the Exhibitor Resource Hall and attend educational seminars led by industry experts on a variety of topics including business planning, regulatory guidance, funding opportunities, and business management skills. For details and registration please visit

<https://www.bizfair.wa.gov/>

GE Vernova/City of Tacoma Cushman Dam Supplier & Career Day

9/17/2024 10:00 AM - 3:00 PM

Lacey Community Center

6729 Pacific Ave SE, Lacey, WA, 98503

Join APEX and come learn about Contracting & Career Opportunities with GE Vernova on the City of Tacoma.

GovCon Central Washington

10/2/2024 9:00 AM - 12:00 PM

Hotel Windrow

502 N Main St, Ellensburg, WA, 98926

Learn about opportunities for your business through government contracts.

Connect with purchasing teams from government agencies. Expect to Learn about upcoming projects, where to find bid opportunities, and how to get ready to work with local agencies.

Washington Procurement Connect

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

Greater Tacoma Convention Center

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.

2024 Pierce County Thriving Together Resource Event

10/10/2024 8:30 AM - 12:30 PM

STAR Center

3873 S 66th St, Tacoma, WA, 98409

The Pierce County Community Navigator team and Metro Parks Tacoma are hosting an upcoming FREE Pierce County Thriving Together Small Business

This event is a great opportunity for small business owners and entrepreneurs to connect with organizations offering small business support programs and services to small businesses in Pierce County.

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.

Contractors Meet & Greet

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

Gaiser Hall, Clark College

1933 Fort Vancouver Wy, Vancouver WA 98663

Network with primes, subs, and DBEs, focused on the upcoming Interstate Bridge Replacement Project. 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, SWCA and NAMC.

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

Exhibition Hall, Seattle Center, 301 Mercer 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

Orlando Convention Center

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 showcase 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

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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