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Announcements



The 38th Annual Alliance Northwest Government Contracting Conference attracted a record number of attendees to Tacoma on March 14.

Keynote speakers include Ms. Tara Smith, the director of the Washington State Department of Enterprise Services, and Ms. Arveice Washington, Director of the U.S. Navy's Office of Small Business Programs.

"Wow! Thank you to all the sponsors, exhibitors, and speakers who made the event a huge success. Both keynotes were amazing and helped further the day's goal – to make valuable connections in the government marketplace!" commented Tiffany Scroggs, program director of

Contact Us

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

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

Administrative Staff
Tiffany Scroggs,
Program Manager
Marnie Tyson
Lisa Lagerstrom
Tori Stoner

Innovation Station
Kate Hoy

Thurston EDC
Grady Smith
Leslie Miller

Washington APEX

the Washington APEX Accelerator. "We are overwhelmed by the impact the event had on the small businesses, primes, and government agencies and are working diligently to read all the survey comments to prepare for next year: March 20, 2025."

Registered attendees are invited to watch recorded sessions through [Swapcard](#) and to continue making comments and provide ideas through the Survey linked [here](#).

Hanford Contracting Opportunities Conference: [Bridging Partnerships](#) April 3 & 4 – Tri Cities, Washington is home to some of the largest, most complex government contracts in our region. Attendees will learn about the unique needs of the region, meet with all the major Hanford prime contractors, and share their capabilities. The bus tour is sold out, but tickets are still available for the main Conference on April 4. Click [here](#) to register.

Federal Certification Changes Proposed: US Small Business Administration proposes removal of the industry restriction from Women Owned Small Business Program. Currently, federal agencies may only set aside contracts for WOSB in designated industry codes that are considered "underrepresented." No other SBA program has an industry restriction. In 2022, the government obligated \$1.56 Billion on WOSB Set Asides and Sole source awards which was 0.26% of total spending and by far the lowest amount of any SBA side aside program according to Set Aside Alert. Other proposed changes for Congressional consideration are related expanding the HUBZone map and increasing 8a sole source thresholds. View the SBA proposed legislative changes in this report linked [here](#) (page 8)

Affirmative Action Portal now open: The Dept of Labor has opened the Affirmative Action Plan portal for federal contractors with more than 50 employees and a federal contract of more than \$50,000. The deadline to certify compliance is July 1. Learn more about the portal at the Office of Federal Contractor Compliance website linked [here](#).

8(a) Program – 70% of Small Disadvantaged Businesses in the 8(a) program won contracts in FY23, a 5% increase from the year prior. The SBA continues

Accelerator in Pierce County
Trena Payton
Maryam Lynch-Tate

**Sub Centers
Economic Alliance
Snohomish County**
Cara Buckingham
Mark Johnson

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

efforts to get more firms certified and accepted into the nine year business development program. Learn more about the 8(a) program by meeting with your APEX Accelerator Advisor and attend this [three-part webinar](#) starting June 13.

Small Construction Jobs: Washington State Dept of Enterprise Services published new rules for public works contracting. The changes were made to increase small business participation in construction projects valued at under \$350,000 when procured through a Small Works Roster. The changes include the ability to direct awards under \$150,000 to small businesses in some categories, enhanced transparency, the requirement to rotate through Roster participants, and more. Learn more about the changes and new related OMWBE certification by viewing this recorded event linked [here](#).

The City of Seattle is rebidding three significant On-Call Consultant Contracts for Land Surveying, Geotechnical, and Mechanical/Electrical/Plumbing. Each contract is expected to have multiple awards and run for 5 years. Register [here](#) to attend an in-person outreach event on April 24 at Tabor 100 in Tukwila. Small, minority, and women-owned businesses are especially encouraged to attend.

Bid Opportunities





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[Learn more here](#)

Upcoming Events

Events - Virtual unless otherwise noted

- Focused Classes
- Monthly Meetings
- Series Courses
- Tradeshows

Focused Classes

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!

Doing Business with Mortenson: Harborview Medical Center, NJB, ORs & Sleep Clinic Relocate

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

Join us for a live, in-person event to discuss the Harborview Medical Center, Ninth & Jefferson Building, Operating Rooms & Sleep Clinic Relocate Project!

Region 10 How to do Business with FEMA Webinar - FEMA

4/11/2024 10: 00 AM - 12: 30 PM

FEMA's Chief Component Procurement Officer and FEMA Region 10 are facilitating a webinar for businesses in Alaska, Idaho, and Oregon. The webinar will explain the steps to do business with the FEMA Small Business Program, category management, contracting considerations for Region 10, and regional coordination with Private Sector Liaisons. Kindly note this webinar is for industry exchange and participation does not imply preference for any contract award. Closed Captioning is available for this webinar.

King County Contractor Outreach and Networking Event

4/15/2024 9:00 AM - 3:00 PM

650 SW, Campus Dr, Federal Way, WA, 98023

King County is hosting an in-person contractor networking and open house event to provide networking opportunities for small, minority, and women-owned firms and prime contractors/consultants, as well as informational presentations on upcoming contracts from many King County agencies.

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.

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.

Registering as a King County Supplier

4/18/2024 10: 00 AM - 12:30 PM

Tabor 100

7100 Fort Dent Way, Seattle, WA, 98188

Workshop participants will complete the King County registration process which is a prerequisite for bidding or proposing on King County solicitations. Be sure to bring your laptop, an uploaded W-9, NAICS Codes, and your OMWBE Certification Number (if applicable).

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 Firms 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.

Region 10 Virtual Industry Day: Forecast and discussion of upcoming opportunities - GSA

4/18/2024 11:00 AM - 12:00 PM

Please join the U.S. General Services Administration (GSA), Public Buildings Service (PBS), Northwest/Arctic Region (Region 10) for a Virtual Industry Day as it relates to Region 10's upcoming opportunities to include building maintenance, small construction projects, and construction projects funded through the Bipartisan Infrastructure Law and the Inflation Reduction Act. This invitation is open to Region 10's Small Business MATOC and Design Build MATOC contract holders and all small and large business concerns interested in learning more about Region 10's upcoming contracting opportunities.

Doing Business with Mortenson: Thurston County Courthouse Project

4/19/2024 12:00 PM - 1:00 PM

Building One, Thurston County Courthouse
2055 Lakeridge Dr SW, Olympia, WA, 98502

Join us for a live, in-person event to discuss Thurston County Infrastructure Upgrades!

This project consists of tenant improvements within 4 existing buildings on the Thurston County Campus in Olympia, Washington to primarily support judicial services.

The project budget of \$50 million includes all hard and soft costs (owner, inspections, permits, FFE, design, and construction costs).

Steps Leading to a Federal Contract

4/24/2024 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, be awarded a federal contract, and complete a contract. You will learn about 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.

Steps Leading to a Washington State Contract

5/1/2024 2:00 PM - 4:30 PM

Join us in exploring the Washington State contracting process leading to a contract award. There are multiple steps to complete, to compete and be awarded a Washington State contract, and what to do after the contract is awarded.

Monthly Sessions

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.

SBIR/STTR Open Office Hours

4/26/2024 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 great way to meet with respected experts in the field and get general questions about R&D funding answered. REGISTRATION IS NOT REQUIRED.

Series Courses

Networking Know-How: Virtual

4/8/2024 9:30 AM – 9:45 AM DAY 1

4/9/2024 9:00 AM – 11:30 AM DAY 2

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.

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

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

4/10/2024 12:30 PM - 4:30 PM DAY 2

There are many things to consider before you go after an award for a contract. 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.

DBE 101 Training with Washington Department of Transportation 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 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.

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 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.

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

4/30/2024 9:00 AM - 1:00 PM

11018 NE 51st Cir, Vancouver, WA, 98682

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.

Small Business Administration (SBA) Wednesday Webinars

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.

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 and Networking

BRIDGING PARTNERSHIPS 2024

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

4/4/2024 7:00 AM- 4:00 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

4/10/2024 10:00 AM – 1:00 PM

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 - Kitsap Economic Development Alliance

4/25/2024 2:00 PM - 5:00 PM

Kitsap Conference Center

100 Washington Ave, Bremerton, WA, 98337

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.

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 CDT

6/5/2024 8:00 AM - 4:00 PM CDT

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.

Govology classes, live and on-demand, are Free for Washington APEX clients – contact your APEX counselor for access. Click [here](#) for the list of Govology this month'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:



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

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