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Announcements

City of Seattle's New Procurement System Coming Aug. 12

The City of Seattle has partnered with OpenGov and is excited to announce our transition to a fully automated web-based procurement system on **Monday, Aug. 12, 2024**. To receive bid notifications and respond to future opportunities, you should register with [OpenGov](#) and subscribe to the City of Seattle's page.

There is no cost for vendors to register with or use OpenGov.

Read more [here](#).

Small Works Roster, Update Your Categories

- MRSC Roster's service categories have now been updated as part of our launch of the official statewide small works roster. We strongly encourage businesses to make sure the project types and service categories accurately reflect the type of work you can "prime." Those who do not review their categories may not appear in agency searches for specific services and could miss out on business opportunities.

New "direct contract" opportunities are here for small public works. For small public works contracts under \$150,000, new state law allows public agencies to direct contract with individual contractors that are certified as [Public Works Small Business Enterprise](#) and on the MRSC Statewide Roster, using "rotation" principles to

Contact Us

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

info@washingtonapex.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
Accelerator in Pierce
County**
Trena Payton
Maryam Lynch-Tate

avoid repeatedly favoring one contractor over others. If you receive an Invitation to Direct Contract/Negotiate, this means that your business is the *only one* receiving the current invitation. Would you like to learn more about the certification or how to get on the Roster? Contact your APEX Accelerator.

SBA pausing new certifications until mid-September. The portal is now locked while SBA enhances the functionality of the system. Firms interested in getting certified as a woman, minority, service disabled veteran or HUBZone small business will need to wait to apply until the portal is reopened. Read more about the pause [here](#) or contact your APEX Accelerator for up-to-date information and ideas on how to prepare your application while you wait.

City of Seattle Support Services Business Impact NW, in collaboration with Washington APEX Accelerator and Tabor 100, is offering a unique program to help businesses prepare for and succeed in contracting with the City of Seattle. Our program includes business finance support, guidance on contracting requirements, and referrals to professional services. Additionally, take advantage of free business coaching, courses, and on-demand webinars. [For more information and to register](#)

The Joint Certification Program (JCP) has launched an online portal to accept applications. Passwords must be reset every 35 days or the account will be locked. Read more [here](#).

Foreign Ownership Control & Influence (FOCI) Workshop - Reducing the risk of FOCI is vital to a business, especially innovative firms because it reduces the chances of unwanted technology transfer, loss of trade secrets, and more. A business within the DoD marketplace that is under foreign control or ownership may also negatively impact the national security interests of the United States and will be ineligible for awards. Learn how to recognize and reduce the risk of FOCI in your business and prepare to respond to government requests for assessing your FOCI risk. This online, on-demand training

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

Upcoming Events

Agency Opportunities

[Shoalwater Bay Indian Tribe RFP Pole Barn Office Building](#) Due 8.25

[WA DES 27523 Integrated Pest Management Services \(IPM\)](#) Due 9.03

[City of Kirkland 2024 Annual Replacement of Aging and Failing Infrastructure](#)
Due 8.13

[Washington State Public Libraries Survey Collection Instrument \(RFP 24-09\)](#)
Due 8.22

Subcontracting Notices

[Kiewit – SR 169 & SR 509 Fish Passage](#) Due 8.28

[Hensel Phelps – Baggage Optimization Project – Phase 3](#) Due Late August

[Skanska Subcontracting Opportunity RFP – SR520, I-5 to Montlake – I/C and Bridge Replacement \(Portage Bay\)](#) Due 8.09

[Opportunity-HMIS RFP 374129 Information Management Field Support Replacement Facility](#) Due 8.26



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:

- [Air Force SBIR Opportunities Session](#)

8/13/2024 12:00 PM - 1:00 PM

Learn about the Air Force SBIR program and prepare for the next topic release.

[SBIR/STTR Open Office Hours](#)

8/23/2024 9:00 AM - 10:00 AM

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

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](#)

Upcoming Events

Events - Virtual unless otherwise noted

- Focused Classes
- Monthly Meetings
- Series Courses
- Tradeshows

Focused Classes

[Skanska Small Business Academy: BuildingConnected Mock Bid Workshop](#)

8/6/2024 9:30 AM - 12:00 PM

18911 North Creek Pkwy, Bothell, WA, 98011

Bring your laptop to learn how to submit a mock bid in BuildingConnected.. All women, veteran, minority and small business owned businesses are welcome to participate. Skanska procurement staff will walk through revising submitted bids and show you how Skanska levels bids on our projects. Join this workshop to get a unique view of what it looks like on the contractor side of BuildingConnected.

[Port of Seattle Business Accelerator Program Information Session](#)

8/6/2024 6:00 PM - 7:00 PM

We are excited to announce that applications are now open for the Port of Seattle Business Accelerator Program! This 13-week initiative is designed to equip women and minority-owned businesses, as well as small enterprises, with the skills and knowledge to expand and take on new projects with the Port of Seattle and beyond.

[Steps Leading to a FEDERAL Contract](#)

8/7/2024 2:00 PM - 4:30 PM

There are multiple steps to complete to compete and be awarded a federal contract. The federal government's process to award a contract is like nothing you've experienced before. In this training event 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.

[Road to Success: The Importance of OMWBE Certification with Korsmo Construction](#)

8/7/2024 2:00 PM – 3:00 PM

Tri-Cities Business and Visitor Center

7130 W Grandridge Blvd, Kennewick, WA, 99336

Unlock new opportunities for your small diverse business at our upcoming

event, Pathway to Success: The Importance of OMWBE Certification. This informative session will guide you through the benefits of OMWBE certification and provide step-by-step instructions on how to get certified. Additionally, you will gain valuable insights from Korsmo Construction staff during this outreach event.

Camino al Éxito: La Importancia de la Certificación OMWBE con Korsmo Construction

8/7/2024 4:00 PM - 5:00 PM

Tri-City Regional Chamber of Commerce

7130 W Grandridge Blvd, Kennewick, WA, 99336

Descubra nuevas oportunidades para su pequeña empresa diversa en nuestro próximo evento, "Camino al Éxito: La Importancia de la Certificación OMWBE". Esta sesión informativa le guiará a través de los beneficios de la certificación OMWBE y le proporcionará instrucciones paso a paso sobre cómo obtener la certificación. Además, obtenga información valiosa del personal de Korsmo Construction durante este evento.

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.

Unlock Federal Procurement Opportunities: Subcontracting for Small Businesses -DOE

8/8/2024 10:00 AM - 11:30 AM

Join us for an exclusive session with Rahel Molaligne from the U.S. Small Business Administration. Learn the advantages, processes, and procedures of working with prime contractors and the federal government.

Steps Leading to a WASHINGTON STATE Contract

8/14/2024 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. 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.

City of Tacoma Equity in Contracting 101 & Small Business Technical Assistance Workshop

8/22/2024 2:00 PM - 3:30 PM

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.

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

Day 1 8/27/2024 2:30 PM - 4:30 PM

Day 2 8/29/2024 1:30 PM - 4:30 PM

The Spot

555 Pacific Avenue, Bremerton, WA, 98337

There are many things to consider when going 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. Free parking is available onsite.

Monthly Sessions

Contracting Coffee Hour

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

We invite you to attend our Contracting Coffee Hour, join us for the inside scoop on what it takes to win government contracts!

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

8/15/2024 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.

SBA Wednesday Webinar -SBA Surety Bond Guarantee Program

8/21/2024 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. Federal, state and local governments purchase billions of dollars of goods and services every year. Learn about the SBA's Surety Bond Guarantee Program and how it can help your business with assistance in obtaining federal contracts, and the procedures to apply for the program.

Joining the MRSC Roster

8/21/2024 12:00pm - 1:00pm

This one-hour live webinar will provide a brief overview of how state and local agencies purchase construction and other public works valued at under \$350,000. An overview of how to join the MRSC Statewide Roster will be provided. Bring your questions!

Series Courses

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 is excited to announce the upcoming DCAA Cost Reimbursable Requirements Series. Part 2 of the Pricing Series includes Indirect Costs and Rates and Monitoring Subcontracts.

Tradeshows and Networking

2024 Black Business Leadership Conference - R.U.B.B. Initiative

8/17/2024 10:00 AM - 4:00 PM

Seattle HUB

4001 E Stevens Way NE, Seattle, WA, 98195

Join us at this in-person conference which will be full of resources, connections, accountability and growth for black leaders in business. There will be networking, mentor meetups, educational workshops and breakout sessions, headshots and much more. WA APEX Business Outreach & Training Specialist, Maryam Lynch-Tate, will be one of many presenters offering various educational workshops in the areas of brand, sales and marketing; professional development; legal and operations; and financial management.

CMMC-PNW: Cybersecurity Compliance Conference

8/20/2024 8:30 AM - 4:00 PM

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.

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 AM - 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!

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

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 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



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