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Announcements

SBA Certification Portal Closing August 1 – If you are considering getting certified as a Service-Disabled Veteran Owned Small Business, Historically Underutilized Business Zone Owned Small Business, Woman Owned Small Business, or for the 8(a) Small Business Development Program, the portal will be closing temporarily August 1st for upgrades. Applications submitted prior to August 1 will continue to be processed. Your APEX Accelerator Advisor provides no-cost advising on the certifications and in some cases can expedite your application.

Women Owned Small Businesses certified by the SBA are receiving an additional year of eligibility. If your three-year certification renewal date occurs between June 1, 2024 – March 31, 2025, you will not need to complete a three-year renewal until June 1, 2025. [Read More](#)

Statewide Small Work Roster now offered at no cost to businesses

The MRSC Roster for Small Public Works is now free with unlimited agency selection. “Public Works” refers to all work, construction, alteration, repair, or improvement paid for by state/local government agencies. Examples including road construction, roof repair, HVAC upgrades, and more. Over 700 agencies use the MRSC Statewide Roster to procure these services when valued at under \$350,000. Visit MRSC at

Contact Us

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

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

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Washington APEX
Accelerator in Pierce
County
Trena Payton
Maryam Lynch-Tate

this [link](#) to learn more. You might also consider getting certified as a Public Works Small Business Enterprise (PWSBE) to be eligible to receive direct contracts under \$150,000. Visit OMWBE to [here](#) to learn more. Have questions? Your APEX Accelerator Advisor is happy to discuss.

New Washington State Law makes it faster for construction contractors and subcontractors to get paid on change orders. View full blog post [here](#) by Brett Hill at Ahlers Cressman & Sleight, LLC

Scam Alert

A scammer targeted OMWBE-certified firms with a phishing attempt late last week. A fake OMWBE website and email account were created by bad actors in an effort to get certified firms to reveal their username and passwords on the fake systems. Firms were also directed to turn off two-factor authentication within their B2GNow accounts. Do not disable this security measure. The email may have appeared to come from admin at omwbe dot wa dot gov. The email may tell you that you need to take action within 24 hours to maintain your certification. This information is false, no action is required.

Washington Trucking Consortium Ready to Launch

Trucking firms in Washington State that are Certified Disadvantaged Business Enterprises (DBE) can join a consortium allowing them to work as a group to pursue contracts on larger agency-owned projects. Washington APEX Accelerator caught up with Mary Lerdahl, owner of Emerald Consulting Services, LLC, to share more information about the consortium. [Read More](#)

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

Contracting
Opportunities

[Agency Opportunities](#)

[Subcontracting Notices](#)

Upcoming Events

Events - Virtual unless otherwise noted

- Focused Classes
- Monthly Meetings

- Series Courses
- Tradeshows

Focused Classes

Department of Homeland Security SBIR Showcase

7/9/2024 10:00 AM- 12:00 PM

Learn about the Department of Homeland SBIR Program and meet 10 successful awardees.

DCAA Pricing Series (Part 1)

7/10/2024 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 Cost and Price Analysis for Small Business.

Socio-Economic Certifications (Federal and State)

7/10/2024 2:30 PM - 4:30 PM

What are socio-economic certifications, and do you qualify? This session focuses on federal and state socio-economic certifications and the process to obtain them. We also will be talking about the newest state certification PWSBE.

Bonding & Insurance Capacity Building

7/16/2024 3:30 PM - 5:00 PM

Does your industry require bonding? Are you ready to take on larger jobs but are unsure about the many challenges in securing bonding? This is the course for you. Join us to learn all there is to know about the unseen drivers of bonding, knowing the market, and the tools and resources available to you as a business owner.

OMWBE Workshops

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

7100 Fort Dent Way, Seattle, WA, 98188

Learn about the benefits of small business certifications, including Public Works Small Business Enterprise (PWSBE), Minority Business Enterprise (MBE), Women's Business Enterprise (MWBE) and more. Certification can make you more visible to Prime contractors and local agencies.

Multiple Award Construction Contracts (MACC)

7/17/2024 3:30 PM - 4:30 PM

What is a MACC or MATOC? How do they work? In this class you will learn the process of the Department of Defense awarding MACCs and MATOCs from public notices to issuing task orders. You will also learn about the opportunities to be a subcontractor.

Mining Data from WA Statewide Contracts (IN PERSON)

7/18/2024 3:00 PM - 4:30 PM

Room #106

2211 Rimland Drive, Bellingham, WA, 98226

Washington State uses over 170 statewide contracts to buy goods and services from over 1,500 businesses. Learn how to find valuable market data

from Statewide Contracts to help your business compete on local and state government contracts.

King County Goods, Services & Technology Supplier Orientation (External) 2024

7/18/2024 10:00 AM - 12:00 PM

During this free online 2-hour session, we'll discuss: registering as a King County Goods, Services & Technology Supplier, opting-in to County rosters, certifying as small firm, how King County implements Architecture & Engineering contracts, what to expect when submitting a proposal to King County, best practices for maximizing your opportunities and E-Procurement Supplier Portal introduction.

Longshore & Harbor Worker's Compensation Act - Insurance

7/24/2024 3:30 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 to learn how this may apply to you and where to find surety companies to purchase insurance policies

ITAR & EXPORT ADMINISTRATION REGULATIONS

7/27/2024 8:30 AM - 4:00 PM

This annual program covers updates and advice to assist Northwest companies in complying with the Export Administration Regulations (EAR), International Traffic in Arms Regulations (ITAR), and other related trade controls.

DARPA: Understanding OTAs

7/31/2024 11:00 AM - 12:00 PM

DARPA SBIR Program uses OTAs to contract with small businesses. OTs offer greater flexibility and efficiency, making them an essential tool for engaging with DARPA. Learn more about them at this webinar!

Monthly Sessions

Contracting Coffee Hour

7/3/2024 8:00 AM - 10:00 AM

Got contracting questions? We have answers!

APEX & SBDC First Friday Follow-up

7/5/2024 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

7/10/2024 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

7/18/2024 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.

[SBIR/STTR Open Office Hours](#)

7/26/2024 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.

[University of Washington Virtual Workshops for Suppliers](#)

8/1/2024 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

[Absher Small-Business Summit 2024 Summer Workshop Lineup](#)

7/25/2024 4:00 PM - 5:00 PM

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.

[SBA Wednesday Webinar-Government Contracting 101](#)

7/17/2024 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. Federal, state and local governments purchase billions of dollars of goods and services every year. Discover how to use small business certifications and set asides to get your share of their business along with free resources for government procurement.

Tradeshows and Networking

[Pierce County Thriving Together Resource Event](#)

7/11/2024 8:30 AM - 12:30 PM

The INN at Gig Harbor

3211 56th St, Gig Harbor, WA, 98335

Make local connections, learn from local experts. Join the Pierce County Community Navigators at the Thriving Together event! Connect with fellow small business owners, gain insights from industry experts, and ignite your entrepreneurial spirit. Don't miss this opportunity to network, learn, and grow together. RSVP!

[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

Angel of the Winds Arena

Edward D. Hansen Conference Center

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!

Meet the BIGS! Doing Business with the Government

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? Or are you a government agency or large Prime Contractor that would like to connect with small businesses? If so, come MEET THE BIGS! If you need to expand your pool of suppliers and subcontractors or 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

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](#)



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