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Announcements

Pentagon Official to Speak at Alliance Northwest
Mr. Scott Kiser, Director of the US Airforce Small Business Programs will provide insight into US Department of Defense small business strategy at the 38th Annual Alliance Northwest Government Contracting Conference in Tacoma. The event is expected to attract record attendance for the day long in-person conference dedicated to ensuring small businesses and innovators are able to connect with potential public sector customers and funding sources. Click [here](#) to register and view the list of 150+ exhibitors registered.

US House of Representatives voted on short term funding extension to avert government shutdown. The extension funds some government agencies for another week and the remaining agencies (including DoD) through March 22. If a deal is not reached as expected, do you understand the impact to your federal contracts? Contact your APEX Accelerator advisor for assistance and watch this [webinar](#).

Washington State is implementing significant changes to small public works contracting. A February 29th Webinar explained the changes and covered how to position your firm for potential direct awards by getting certified as a Small Public Works Business Enterprise. You

Contact Us

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

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Washington APEX

can view the webinar recording [here](#).

Equity Action Plans for federal agencies have been updated in accordance with Executive Order 14091. The updated plans provide recent achievements and current goals for Fiscal Year 2024, including another Small Disadvantage Business (SDB) goal increase. Read more [here](#).

US Department of Energy Lauches new Capability Statement Database. Small and disadvantaged businesses are invited to upload their Capability Statement to the database that will be shared across the agency. Click [here](#) to submit.

FEMA has announced federal disaster assistance for Spokane County following the August 18-25, 2023 wildfires. Assistance can include grants for temporary housing and home repairs, low cost loans for businesses and individuals and more. Federal funding is also available to support government agencies for emergency work and debris removal in Spokane County. Interested in supporting disaster recovery efforts for future disasters? Contact your APEX Accelerator to learn how to position your firm for success.

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

Bid Opportunities



**Receive MORE
bidding opportunities!**

**Washington APEX
Accelerator**

Bid Match

Register for a free 30-day trial today! ...and receive federal, state and local solicitations in your e-mail every day.

The Washington APEX Accelerator Bid Match database consists of bid opportunities from city, county, state & federal governments across the United States. To populate this exclusive database, our service monitors hundreds of procurement websites daily.

[Learn more here](#)



Innovation Station

Where innovation and opportunity meet

A service provided by APEX Accelerators
(formerly Washington State PTAC)



It's all about Alliance Northwest this month!

Calling all innovators! Alliance Northwest 2024 will feature an Innovation Track designed just for you!

The track features:

- US Patent and Trademark and Federal Laboratories Panel
- Non SBIR Funding Workshop for TRL 6 and Up
- Demo booth available to innovator attendees
- Contracting connections for Phase 3 transitions
- SBIR Workshops
- No cost resources.. and much more...

You also have opportunities to meet other innovators and make valuable connections.

Not sure if this event makes sense for you? Reach out to us to ask questions: Kate Hoy, Innovation Track Lead, khoy@thurstonedc.com

Preparing for Innovation at Alliance

- Find statewide resources for innovators by visiting Innovation Station.
- Learn more about Small Business Innovation funding at the SBIR Website.
- Register as an APEX Client for no cost assistance

Questions? Kate Hoy, khoy@thurstonedc.com

Upcoming Events

Events - Virtual unless otherwise noted

- Focused Classes
- Monthly Meetings
- Series Courses
- Tradeshows

Focused Classes

[Supplier Workshop: Register for Contracting Opportunities - King County](#)

3/4/2024 10:00 AM - 12:30 PM
Tabor 100

7100 Fort Dent Way, Seattle, WA, 98188

Workshop participants will complete the King County registration process that is a prerequisite for bidding or proposing on County solicitations. Click to go to the event description and learn what materials and technology are required to participate in this workshop.

[Accounting Principles: Preparing for Government Contracting](#)

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

Are you interested in improving your accounting infrastructure for your business? Are your books prepared to take on public works projects? Do these questions keep you up at night? Join us to learn all there is to know about accounting basics from the professionals with Perkins & Co!

[SDVOSB Business Benefits Finder - VA OSDBU](#)

3/5/2024 11:00 AM - 12:00 PM

During this session, you will be introduced to a dynamic Vetreprenuer growth-solution set! The focus is getting capital and connecting with mature networks (i.e., Executive, Organizational, Banking, Community...etc.) that can support your growth and prepare you to meet challenges that every Business has during its lifecycle. We will also help you understand your Contracting & Entrepreneurial advantages and how to leverage them to create intergenerational wealth.

[Alliance Northwest 2024 - How to make the most of Alliance with the event App](#)

3/7/2024 12:00 PM - 1:00 PM

Washington APEX Program Manager, Marnie Tyson and Events & Communication Manager, Holly House will show you around the platform and answer your questions. Curious about how one-to-one meetings will work? We will show you how. The more you prepare the better connections you will make!

[King County Pro-Equity Contracting Open House](#)

3/11/2024 10:30 AM - 11:30 AM

7100 Fort Dent Way, Seattle, WA, 98188

King County is taking steps to make it easier for Minority and Women-owned Business Enterprises (M/WBEs) to contract with the county. This open house event introduces King County's pro-equity contracting programs and initiatives related to architecture, engineering, and construction contracting for capital projects. You will also hear success stories from local small and medium M/WBEs and learn about grant opportunities.

[US Forest Service VIPR I-BPA Virtual Vendor Engagement Meetings 2024](#)

3/12/2024 4:00 PM

The US Forest Service will be hosting three vendor engagement sessions for those interested in our VIPR I-BPA Program. The Forest Service Equipment & Service Branch leads you will be able to join and answer specific questions geared towards PTAC/APEX that vendors may have during the Q&A portion.

[Business Development - Session 2: Qualifying Opportunities](#)

3/19/2024 1:00 PM - 2:00 PM

Our new 2024 "Government Contracting Business Development" workshop series will cover methods on how to think through channels for new business and better position your company to successfully bid on RFPs. These sessions

specifically are designed for small to medium-sized businesses who want to better understand the components of winning new customers and tactics to get more exposure for your company. In the 2nd session, we will learn how to Qualify opportunities and determine if those opportunities are a good fit for your business.

Finance: Expanding for bigger projects

3/19/2024 3:30 PM - 5:00 PM

Is your business ready to expand but your cashflow isn't enough? The need for access to affordable and flexible working capital is crucial to the success of any business. Join us to learn all about what creative solutions are available to you, how to access them, and who to call with our next workshop: "Finance: Expanding for bigger projects."

Longshore & Harbor Worker's Compensation Act - Insurance

3/20/2024 3:00 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 and learn more about the Longshore & Harbor Worker's Compensation Act, why special insurance is needed for navigable waterways, the consequences of not having the appropriate insurance coverage, SBA contact information, if your firm is subject to the Longshore & Harbor Worker's Compensation Act and where to find surety companies to purchase insurance policies.

SBA Wednesday Webinar - Woman Owned Small Business (WOSB) Certification Program

3/20/2024 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. The federal government's goal is to award at least 5% of all federal contracting dollars to women-owned small businesses each year. Joining the WOSB Federal Contract program makes a business eligible to compete for federal contracts reserved for the program's certified participants.

Construction Firms Orientation: How to do Business with King County

3/21/2024 10:00 AM - 12:00 PM PDT

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.

SBIR/STTR Open Office Hours

3/22/2024 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.

Business Development - Session 3: Positioning your Business

3/26/2024 1:00 PM - 2:00 PM

Our new 2024 "Government Contracting Business Development" workshop series will cover methods on how to think through channels for new business

and better position your company to successfully bid on RFPs. These sessions specifically are designed for small to medium-sized businesses who want to better understand the components of winning new customers and tactics to get more exposure for your company. In the 3rd session, we will learn how to Position your Business with a focus on how to meet with your customer, ask questions, and build rapport.

Request for Equitable Adjustment (REAs)

3/27/2024 3:00 PM - 4:30 PM

After the contract award, often there are contract modifications. You may find yourself needing to submit a Request for Equitable Adjustment (REA) and not knowing what's required. This class will identify and provide: the difference between a claim and an REA, requirements for submitting an REA, and an REA checklist.

Monthly Sessions

APEX & SBDC First Friday Follow-up

3/1/2024 12:00 PM - 1:00 PM

Friday Follow-up is an open forum, and 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.

Contracting Coffee Hour

3/6/2024 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

3/7/2024 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.

APEX: Prime Connect

3/14/2024 8:00 AM - 4:00 PM

A structured matchmaking event for Primes and Subcontractors to connect on future projects.

Doing Business with the State – DES

3/21/2024 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.

Series Courses

FAR Part 10 Market Research

2/28/2024 9:00 AM - 10:00 AM

Join Washington DC-based, Jennifer Schaus & Associates in the 2024 Webinar Series covering The FAR, and Federal Acquisition Regulations. Get educated about the rules and regulations in the game of federal contracting. This series features guest speakers who will uncover the important details and nuances of The FAR. This series is COMPLIMENTARY & RECORDED.

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

3/28/2024 9:00 AM - 1:00 PM

2809 Rudkin Rd, Yakima, WA, 98903

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.

Tradeshows and Networking

Meet & Match: Successful Women-Owned Small Businesses - GSA

3/6/2024 10:00 AM - 1:30 PM

During this event, WOSBs will connect with GSA large business prime contractors and federal agencies during 20-minute roundtable matchmaking sessions. The goal of this event is to support WOSBs by engaging in purposeful discussions and meaningful connections around subcontracting opportunities. Space is limited, so register today!

2024 Small Business Industry Day -- Walla Walla District

3/19/2024 8:00 AM - 4:00 PM

6 E Rose St, Walla Walla, WA, 99362

There is no charge to participate, but registration is required due to limited seating. This Industry Day event features informational briefings presented by District Staff, Small Business Administration, APEX Accelerator (Formerly PTAC), and opportunities to take part in roundtable discussions and information about: SBA regulatory and legislative updates; program & contracting processes; forecast of upcoming opportunities; Corp panel discussion focused on doing business with the Corps; and Break-Out Sessions focused on A&E Services, Construction, Hydropower, Flood Risk-Emergency Response; Navigation; Recreation; Environmental and Service contract requirements.

Alliance Northwest Conference

3/14/2024 8:00 AM - 4:00 PM

Tacoma Convention Center

1500 Commerce St, Tacoma, WA, 98402

Alliance Northwest is the largest business-to-government conference in the Pacific Northwest. This event features high-quality workshops and matchmaking sessions between small businesses, government agencies, and prime contractors.

AWMB 2nd Annual NW Contractors' Day

3/28/2024 8:00 AM - 3:30 PM

2920 E R St, Tacoma, WA, 98404

Converge at our second Association of Women and Minority Businesses

(AWMB) Contractor's Day held annually to foster economic vitality in Washington State and the Northwest region through Diversity, Equity and Inclusion while advocating for the increased utilization of certified women, minority, DBE, BIPOC and Veteran owned businesses in all procurement endeavors.

BRIDGING PARTNERSHIPS 2024

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

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

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:



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ECONOMIC DEVELOPMENT



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TRI-CITY REGIONAL
CHAMBER OF COMMERCE



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