



[View as Webpage](#)

## Announcements

*Apply Now!*

**Public Works  
Small Business  
Enterprise  
(PWSBE)**



### Apply for Public Works Small Business Certification

The Office of Minority and Women's Business Enterprises just launched a new program for **Public Works Small Business Enterprises (PWSBE) Certification!** If you are a small business owner seeking work on public works contracts, we encourage you to start your application now. An opt-in option is available for businesses that are currently certified with OMWBE. [Read More](#)

---

### 8(a) & HUBZone applicants working with APEX receive expedited review

Interested in pursuing certification for the 8(a) Business Development Program or as a Historically Underutilized Business Zone (HUBZone) Business? Your local APEX Accelerator advisor can provide a review of your certification paperwork before you submit and help you jump the line and be processed faster.

## Contact Us

Contact a Government Contracting Specialist today for assistance with all your government contracting questions.  
[info@washingtongapex.org](mailto: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  
Accelerator in Pierce  
County  
Trena Payton  
Maryam Lynch-Tate

APEX Accelerators can help with all other certifications as well, increasing your likelihood of success.

---

## Hanford Site

US Dept of Energy, State of Washington, and US Environmental Protection Agency reached a settlement agreement with revised clean up strategies and deadlines. Read more [here](#). Public Comment period begins May 30. DOE's Hanford budget exceeds \$3.4 Billion each year with significant contracting opportunities.

---

## State Planned Procurement

Washington State Department of Enterprise Services publishes a popular "planned procurement" page highlighting the status of upcoming statewide contract solicitations. Now, in response to new policies designed to support contracting with small and disadvantaged businesses, other state agencies are working to publish their own forecasts as well. While there is not yet a central place these forecasts are linked, you can view them by visiting agency websites. For example: [OMWBE](#), [DSHS](#), [Corrections](#), and [WSDOT](#).

---

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

## Agency Opportunities

[DES Solicitation Heating, Ventilation, and Air Conditioning \(HVAC\) Parts](#)

[Raised Pavement Markers & Related Products – DES](#)

[DES Graffiti Removal & Pressure Washing Services, Statewide](#)

[Competitive Solicitation NO. WTSC 2023-01 Washington Traffic Safety Commission Advanced Driving Assistance Systems eLearning Modules](#)

[Competitive Solicitation 23-0009 Dry Van Trailers](#)

## Subcontracting Notices

[Howard A. Hanson Dam – Kiewit](#)

[Landscaping – Skanska](#)



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 [Learn more here.](#)

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.



## Innovation Station

*Where innovation and opportunity meet*

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

**APEX**  
ACCELERATORS

[SBIR/STTR Agency Introduction: NSF](#)

5/1/2024 9:00 AM - 10:30 AM

Learn about the National Science Foundation SBIR Program!

### Analyzing 24.2 DoD SBIR Topics

5/7/2024 9:00 AM - 10:30 AM

This presentation will focus on the upcoming Department of Defense SBIR 24.2 Release with an emphasis on the Navy topics. If you are a small business who may be able to provide the Navy with an innovative solution to one of their problems, this workshop is for you.

### Office of Naval Research Industry Day UnderSea Advantage Block Upgrade

5/16/2024 46610 Expedition Dr, Lexington Park MD 20653-2111

This S&T effort aims to improve sonobuoy capability by developing two products; (1) a volumetric active sonar receive array, and (2) a broadband sonobuoy source. More information on LR BAA N0001424SB001 at SAM.gov

## Upcoming Events

Events - Virtual unless otherwise noted

- Focused Classes
- Monthly Meetings
- Series Courses
- Tradeshows

## Focused Classes

### 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.

### What is Market Research? (IN PERSON)

5/9/2024 3:00 PM - 4:30 PM

Dorothy Haggen Conference Room #106 2211 Rimland Drive Room, Bellingham, WA, 98226

Market Research for Washington State and Local Government Contracting Understanding how and where government agencies buy products and services is crucial for any business seeking government contracts. APEX is thrilled to announce a six-part series on researching and tracking state and local government purchasing. Participants will discover valuable resources and tools to do market research, learn how to identify target agencies and evaluate the competition.

### Grow with Government Contracts

5/13/2024 1:00 PM - 4:00 PM

238 E Oak, Okanogan, WA, 98840

Growing your business through government contracts can be a bit daunting at first. Discover tools and information that can help you determine who in state and local government buys what you sell, how they buy it, and how you can prepare your firm to succeed in the public marketplace. You'll also be

introduced to certifications and resources that may help you gain an edge on the competition.

This workshop is brought to you in partnership with Economic Alliance and Washington APEX Accelerator, formerly WA PTAC, who provides no-cost government contracting assistance.

### 7 Seconds to Impact - Creating Extraordinary Elevator Pitches ZOOM WORKSHOP

5/15/2024 9:00 AM - 11:30 AM

Gain critical awareness and tools you can use immediately to improve the quality of your elevator pitch. Stand up and out with poise and deliver dynamic messages about yourself, your business, or your organization. Talk so people will listen and want to hear more. Find the core of your message and vary the content and length to meet the demands of the moment, event, and audience.

### Doing Business with the DON Workshop - Spokane Navy Week

5/16/2024 9:00 AM - 3:00 PM

Spokane Public Library, 906 W Main Ave, Spokane WA, 99201

Join the Government Contracting Assistance Program - Washington's APEX Accelerator and Greater Spokane Inc. as they welcome the Department of Navy (DON) Office of Small Business Programs (OSBP) to the Greater Spokane area. DON OSBP Data Scientist Mr. Nic Louisos is the speaker. Following the workshop, the APEX Accelerators will also host an informal matchmaking event with the Department of the Navy, SBA, SBDC, and more!

### Federal Acquisition Regulations (FAR)

5/16/2024 3:00 PM - 4:30 PM

How much do you know about FAR? Federal Acquisition Regulation (FAR) has the same force and effort as law. You will learn the Importance and Impact to you as the contractor in this class.

### FREE Small Business Event - Shoreline

5/22/2024 4:30 PM - 6:30 PM

Shoreline City Hall, 17500 Midvale Ave N, Shoreline, WA, 98133

Are you ready for a change? Is your business? Join us for this free Small Business Forum to network with other small business owners and learn about the no-cost resources available to support your business.

### Are there ethics in government contracting?

5/29/2024 2:30 PM - 4:30 PM

In this session, you will learn contract terms and conditions, and clauses you MUST be compliant with in order to avoid contract termination, fines, penalties, debarment, and even prison.

### CMMC (Cybersecurity) Level 1 for Defense Contractors

5/31/2024 1:00 PM - 2:00 PM

Do thoughts of cybersecurity compliance for federal contracting make your head spin? Not sure about the difference between Federal Contract Information and Controlled Unclassified Information? Concerned about the costs of getting compliant? Don't miss this informative workshop from Totem Tech, a Cybersecurity Compliance Consulting Firm that will offer small businesses a basic approach to implementing CMMC Level 1 requirements.



# Monthly Sessions

Got contracting questions? We have answers!

## Contracting Coffee Hour

5/1/2024 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

5/2/2024 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

5/3/2024 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.

## APEX: Prime Connect

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

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

# Series Courses

## **Meet the Agencies**

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. Government agencies will be ready to have conversations about everything you need to know about contracting with an agency.

## Meet the Agencies - Clark, Cowlitz & Skamania

5/9/2024 1:00 PM - 4:00 PM

Vancouver Water Resources Education Center, Bruce E Hagensen Community Room, 4600 SE Columbia Way, Vancouver, WA, 98661

## Meet the Agencies - Tri-Cities

5/14/2024 1:00 PM - 4:00 PM

435 N Clover Island Dr, Kennewick, WA, 99336

## **Small Business Administration (SBA) Wednesday Webinars**

Wednesday Webinars with SBA Seattle is an ongoing series of free, virtual, webinars covering a variety of topics to benefit small business owners. Join us this week for an overview of federal contracting programs and certifications, program benefits, eligibility, and opportunities for technical assistance.

# Tradeshows and Networking

## [DLA Land and Maritime In-Person Training, Knowledge, Opportunities Seminar](#)

5/7/2024 9 AM EST - 4 PM EST

3990 E Broad St, Columbus, Ohio, 43213

The TKO seminar is a course that teaches vendors how to start doing business with DLA and is designed for dealers and manufacturers – not services.

## [GSA Small Business Works 2024](#)

5/9/2024 11:00 AM -2:30 PM

This Year's event continues to support the Administration's DEIA initiative to invest in the heart of America's economy through small businesses by increasing access to opportunities through early engagement, planning, and competition in the federal marketplace. To fully support this, GSA OSDBU intends to increase Advocacy for small businesses on opportunities in the federal space, collaborate with federal and external business partners, Train small businesses to be educated and prepared for future government solicitations, and provide Support in navigating through the federal procurement process.

## [Capital Consultant Connection Open House - City of Seattle](#)

5/15/2024 8:00 AM - 12:00 PM

104 17th Ave S, Seattle, WA, 98144

Join us at the Langston Hughes Performing Arts Institute for a morning of networking and connecting. It is an opportunity for you and your firm to network with and introduce yourself to City of Seattle capital project and program managers and prime consultants providing capital project related services, and to connect with business support services.

## [2024 BIPOC Business Forum: Grow Your Business with Government Contracting](#)

5/15/2024 1:00 PM - 4:30 PM

100 Washington Ave, Bremerton, WA, 98337

Learn how to grow your business with government contracting! We'll have guest speakers from the Navy, APEX Accelerator, BIPOC government contractors and more; all facilitated by the amazing Jenefeness Franke of Fiscal Finesse! No cost to attend, easy parking available in the Conference center underground garage.

## [Buy Indian Small Business Industry Day Matchmaker](#)

5/16/2024 5:00 AM - 5:00 PM

The Buy Indian Industry Day Matchmaker is focused exclusively on American Indian and Alaskan Native businesses owned by Federally Recognized Tribes and their members. Only businesses owned by Federally Recognized Tribes or their members should register for the matchmaker.

## [Celebrate Dreams of Female Entrepreneurs!](#)

5/23/2024 4:00 PM – 7:00 PM

Daybreak Star Indian Cultural Center, 5011 Bernie Whitebear Way, Seattle, WA, 98199

Join the Washington Women's Business Center for Celebrating Dreams 2024: "Empowering our Future Together" – an event showcasing and celebrating local women-owned businesses.

### INSPIRE Women's Business Conference

5/23/2024 8:00 AM - 5:00 PM

4220 6th Ave SE, Lacey, WA, 98503

Join us at the South Puget Sound Community College Lacey Campus for an incredible day of inspiration and networking! This in-person event is designed to empower and uplift women in business. Connect with like-minded individuals, gain valuable insights from successful entrepreneurs, and discover new strategies to take your business to the next level.

### 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.

### 33rd Annual Government Procurement Conference

801 Mount Vernon PI NW

Washington, Washington DC, 20001

6/12/2024 5:00 AM - 1:00 PM

Meet and network with hundreds of government and small business exhibitor personnel. Now in its 33rd year, the Government Procurement Conference has become the premier event for small businesses throughout the United States.

---

**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 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:





**GREATER  
SPOKANE**  
inc.



**CREDC**  
ECONOMIC DEVELOPMENT



**KITSAP**  
ECONOMIC  
DEVELOPMENT  
ALLIANCE

**TRI-CITY REGIONAL**  
CHAMBER OF COMMERCE



Economic Alliance  
SNOHOMISH COUNTY



THURSTON  
EDC



Green River  
COLLEGE

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

[Unsubscribe](#) | [Update Profile](#) | [Constant Contact Data Notice](#)



Try email marketing for free today!