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Announcements

US Department of Defense Cybersecurity Final Rule was published October 15 with phased implementation to start early next calendar year. The purpose of the contractual requirement is to ensure that Defense contractors and subcontractors have the proper cybersecurity protections in place to keep information safe from potential cyber threats. Does this new rule impact your business? [Read more here.](#)

On October 25, Washington State Office of Minority & Women's Business Enterprises state certified firms were automatically certified as [Public Works Small Business Enterprise \(PWSBE\)](#). For small public works contracts under \$150,000, new state law allows public agencies to direct contract with small businesses, using "rotation" principles to avoid repeatedly favoring one contractor over others. If there are six or more PWSBE certified businesses on the new [statewide small works roster](#), the state agency or local government must select an OMWBE certified business for the small works project. If you receive an Invitation to Direct Contract/Negotiate, this means that your business is the only one receiving the current invitation. Firms certified as Disadvantaged Business Enterprise

Contact Us

Contact Us

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

info@washingtonapex.org

Main Center

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(DBE) or Small Business Enterprise (SBE) can apply for the PWSBE certification by filling out a [short form application](#). Not certified? Follow this [link](#) to learn more about certification. Unclear on the impact to your firm? Contact your local APEX Accelerator advisor for guidance.

The Port of Seattle launched a new temporary procurement portal and began posting solicitations on October 21. The new site is found here: <https://www.portseattletempprocure.com/>. This site allows access to current and future solicitations while the VendorConnect system continues to recover from the August cyber-attack. This site is one of 1400 procurement sites included in APEX's Bid Matching system.

The Interstate Bridge Replacement Program project connecting SW Washington to Portland, Oregon continues to move ahead. The 60 day public comment period for the IBR Draft Environmental Impact Statement is open through November 18. The program features a 5 mile span with multiple agencies involved in the contracting process for packages. The four major agencies include WSDOT, ODOT, TriMet, and C-Tran. See up to date information on the current construction packages at this [link](#).

Project Labor Agreements are commonly found on large projects in the Puget Sound region. Washington APEX Accelerator partnered with the Port of Seattle to provide a short video on PLAs and how they may impact your firm. Watch the video [here](#) and bring your questions to our “Chat with an Expert” session on November 14. This virtual discussion will provide small businesses practical tips for navigating PLAs. The session will not be recorded. Register [here](#) now.

Cara Buckingham
Mark Johnson

Greater Spokane Inc.
Aleesha Roedel
Shannon Farley

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

Event Highlights

North Puget Sound Contracting Conference 11/7 Lynnwood
<https://www.economicalliancesc.org/events/p/event/27081/2024-north-puget-sound-contracting-conference>

Bid Opportunities

Contracting Opportunities

[Agency Opportunities](#)

[Subcontracting Notes](#)



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:

[Department of Defense SBIR Release 25.4](#)

Participating components: Army; Navy; OSD/CDAO Office (Chief Digital and AI Office)

[Department of Defense SBIR Release 24.4](#)

Participating components: Army

Find links to the solicitation [HERE](#).

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](#)

SBIR/STTR Open Office Hours

11/22/2024 9:00 AM - 10:00 AM

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

Upcoming Events

Events - Virtual unless otherwise noted

- Focused Classes
- Monthly Meetings
- Series Courses
- Tradeshows

Focused Classes

How to do Business with FEMA

11/5/2024 3:30 PM - 5:00 PM

This webinar will guide you on the 4 key steps to Doing Business with FEMA | FEMA.gov. Industry Partners will have an opportunity to hear from the FEMA Industry Liaison Program on key considerations, with an emphasis on where to monitor contracting opportunities, as well as subcontracting opportunities, related to FEMA and DHS.

City of Tacoma Construction Projects 201

11/5/2024 1:00 PM - 3:00 PM

City of Tacoma Municipal Building, Rm 28
747 Market St, Tacoma, WA, 98402

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, Construction 201.

DCAA Pricing Series

11/6/2024 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 Indirect Costs and Rates.

GOVCON 101: Market Research

11/7/2024 10:00 AM

Lacey MakerSpace Saint Martin's University Campus I, Zaverl Hall, Bldg 5
Baran Drive Southeast, Lacey, WA 98503

Join Thurston County's lead APEX Accelerator advisor Grady Smith and explore the fundamentals of market research for government contractors. Learn the different platforms and tools available to answer the question, "Who in the government buys what I sell?". Participants will walk away with a completed Market Research Worksheet for their current (or future) business and gain knowledge in procurement data research and APEX Accelerators.

Engaging with AArete, LLC Virtual Business Opportunity Session -Direct Access Program

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

AArete is seeking small businesses with socioeconomic certifications. AArete

has a robust team dedicated to business development, capture and bids and proposals, which is constantly evaluating federal, state, and local market opportunities. Learn more at our Business Opportunity Session.

PortGen 2024 First Look: Three Construction Projects

11/13/2024 3:00 PM - 4:30 PM

Calling all construction WMBEs! Attend this webinar to hear directly from Port project managers about upcoming projects! At this webinar you will receive information about projects to help you determine whether you want to pursue them and how, as well as network with potential collaborators.

Letters to the Government - ONLINE MEETING (LIVE)

11/13/2024 3:00 PM - 4:30 PM

After contract award, often there will be the need to write letters to the government. You may find yourself needing to respond to a government letter or need to initiate a letter to the government and there is a style, content, and format to use.

Bayley Trade Partner Outreach Event

11/13/2024 11: 00 AM - 2:00 PM

Everett Community College, Henry Jackson Conference Center
2000 Tower St, Everett, WA, 98201

BALEY Construction is Looking for Trade Partners in the construction industry for upcoming projects! Learn about upcoming design-build, progressive design-build and GC/CM projects in South Sound and North End. All certified and non-certified businesses are welcome. Women-owned businesses are encouraged to participate!

Staying Local? Learn How to Target Local Agencies in WA State (IN PERSON)

11/14/2024 3:00 PM - 4:30 PM

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

Finding purchasing data on local agencies can be challenging due to fragmented data sources, limited transparency and resources, and knowing where to look. Learn what tools are available to dig into the data for targeting agencies in your local market.

Meet the Buyer: Doing Business with Local Transit Systems

11/14/2024 1:00 PM - 2:30 PM

Tri-Cities Business and Visitor Center, Bechtel Board Room
7130 West Grandridge Blvd, Kennewick, WA, 99336

Join us for the "Meet the Buyer: Doing Business with Local Transit" event, on Thursday, November 14, 2024, from 1:00 PM to 2:30 PM at the, 7130 West Grandridge Blvd., Kennewick, WA. Where small businesses can connect with procurement managers from Benton Franklin Transit and Walla Walla Valley Transit. Learn about upcoming opportunities, vendor qualifications, and how to successfully navigate the transit sector's procurement process.

Advanced PortGen 2024 - Navigating Project Labor Agreements

11/14/2024 3:30 PM - 4:30 PM

Project Labor Agreements (PLA's) are becoming more and more of a mainstay in public sector contracting. In this informal discussion with experts, participants will explore the legal framework, key features, and practical considerations of using PLAs. Bring your questions. This session will not be recorded.

VBA Office of Mission Support Virtual Industry Day

11/20/2024 6:00 AM - 9:00 AM

U.S. Department of Veterans Affairs, Veterans Benefits Administration (VBA), Office of Mission Support (OMS), supported by the Office of Small and Disadvantaged Business Utilization (OSDBU) will host a virtual industry day highlighting opportunities for Veteran-Owned Small Businesses, and other small and disadvantaged businesses that seek to do business with OMS.

FLC Business: New Features and Data Management

11/20/2024 9:00 AM - 10:00 AM PST

Interested in tech transfer? Learn about Federal Labs Business and the new features! Discover the exciting new features that have been added to Federal Labs Consortium (FLC) Business, powered by Wellspring's Scout. Join FLC Data Systems Manager Katherine Segreti for an overview of these new capabilities and see how FLC Business can streamline your search for federal lab information.

Doing Business with PNNL-Sequim

11/20/2024 9:00 AM - 11:00 AM

1529 W Sequim Bay Rd, Sequim, WA, 98382

In this session of the PNNL Small Business Program Seminar Series, Doing Business with PNNL, come learn about upcoming planned construction projects at the PNNL-Sequim campus. Sequim is DOE's only marine sciences facility which focuses on helping the nation achieve sustainable energy, a sustaining environment and coastal security, and to find out how to do better business with PNNL.

Contract Modifications - ONLINE MEETING (LIVE)

11/20/2024 2:30 PM - 4:30 PM

We experience change in everything – contracts are no different. A change to the contract is a modification. Modifications can be unilateral or bilateral.

How to Do Business with King County: Architecture & Engineering Firms

11/21/2024 10:00 AM - 11:30 AM

King County offers an Architecture, Engineering & Professional Services Consultant Orientation.

Doing Business with The City of Tacoma and Finding Contracting Opportunities

11/21/2024 9:00 AM - 10:30 AM

City of Tacoma Municipal Building, Rm 28

747 Market St, Tacoma, WA, 98402

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.

Monthly Sessions

Contracting Coffee Hour

11/6/2024 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

11/7/2024 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

11/13/2024 8:00 AM - 9:00 AM

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

Yes You Can! Contracts with the government: Capability Statements

11/14/2024 3:00 PM - 4:00 PM

Tri-Cities Business and Visitor Center

7130 West Grandridge Blvd, Kennewick, WA, 99336

Join us for Workshop 3 in the "Yes, You Can" series, focused on creating effective capability statements. Learn the essential components to showcase your business to government agencies and get access to templates and a guide to craft your own statement.

Si Se Puede - Contratos con el Gobierno: Declaracion de Capacidad

11/14/2024 4:30 PM to 5:30 PM

Tri-Cities Business and Visitor Center

7130 West Grandridge Blvd, Kennewick, WA, 99336

Aprenda a crear una declaración de capacidad efectiva en nuestro próximo taller. Obtenga una guía práctica para destacar las fortalezas de su negocio y mejorar sus oportunidades de contratos gubernamentales.

Wednesday with the Deputies for Small Business

11/20/2024 10:00 AM - 11:30 AM

The Vibe CoWorks

19225 8th Ave NE, Poulsbo, WA, 98370

Wednesday with the Deputy for Small Business is an opportunity for Industry partners to learn about doing business with the Naval Undersea Warfare Center (NUWC) Division, Keyport.

Series Courses

Kirkland OMWBE Certification Series

11/12/2024 Session #2, 11/12/2024, 5:00 PM - 7:00 PM

11/12/2024 Session #3, 12/4/2024, 10:00 AM - 12:00 PM

Learn how to be successful in doing business with the city of Kirkland, the Eastside, and the State of Washington! The Office of Minority and Women's Business Enterprises (OMWBE) certifies small businesses owned and controlled by minority, women, and socially and economically disadvantaged persons. OMWBE certifies business in order to increase contracting opportunities for certified businesses with state and local governments.

Tradeshows and Networking

North Puget Sound Contracting Conference

11/7/2024 10:00 AM - 3:00 PM

Lynnwood Event Center

3711 196th St SW, Lynnwood, WA, 98036

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

Seattle Center Exhibition Hall

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

Small Businesses: You'll 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. Prime Contractors and Agencies: Whether you are looking to expand your pool of suppliers and subcontractors, or you 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

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 showcase the latest in space technologies, safeguarding innovations, and future missions—all under one roof.

Alliance Northwest 2025

3/19 & 3/20/2025 5:30 PM - 7:00 PM, 8:00 AM – 4:00 PM

Greater 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 one-to-one meetings between small businesses, government agencies, and prime contractors. The event is in its 39th year. Hosted by Thurston Economic Development Council, home of APEX Accelerator, Alliance Northwest has a

strong history of federal agency support. It is widely known as the place where business and government learn and make connections with small and disadvantaged businesses.

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](#)

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