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Announcements

Happy New Year, Federal Government! The government has passed a continuing resolution to keep the government funded through December 20. This averts a government shutdown until at least that time, making it an ideal time for government contractors to do some advanced planning and risk assessments. Consider watching this [On-Demand training](#) that covers what federal contractors and subcontractors should do in the event of a government shutdown.

DBE Court Challenges— Disadvantaged Business Enterprises may be watching the outcome of various legal challenges to the DBE program. Last week, the federal district court sided with the challengers, Mid-America Milling and Bagshaw Trucking who indicated they unfairly lost federally funded projects in Kentucky and Indiana. The court ruling blocks USDOT from using race and gender-based preferences on contracts “upon which the plaintiffs bid.” This ruling does not appear to have immediate impacts on DBE firms in the Pacific Northwest. Still, it’s worth watching for opportunities to learn more about this legal precedent in Agency listening sessions and through reputable news sources.

Bid Opportunities

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

SBIR/STTR
ProgramKate Hoy

Thurston EDC
Grady Smith
Leslie Miller

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

Contracting Opportunities

Agency Opportunities

- [City of Kirkland: Conflict Public Defender Services](#) Due 10/1/2024
- [Department of Corrections RFQ PR2425842 – WATER SOFTENER SYSTEM](#) Due 11/05/2024
- WSDOT [Stormwater Testing Services](#) Due 10/28/2024
- WSDOT [WASHINGTON STATE ZERO-EMISSIONS MEDIUM & HEAVY-DUTY VEHICLE\(S\) \(“MHDV”\) INCENTIVE PROGRAM](#) Due 10/21/2024

Subcontracting Notices

- [Skanska – I-405/Brickyard to SR 527 – Anchor Bolts and Anchor Plates](#) Due 10/14/2024
- [Skanska – I-405/Brickyard to SR 527 – Precast Noise Walls](#) Due 10/14/2024

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



SBIR/STTR Open Office Hours

10/25/2024 9:00 AM - 10:00 AM

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

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:

- SBIR Release #1
- SBIR Release #2
- SBIR Release # 3

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

Understanding Capabilities Statements - Federal & WA State (IN PERSON)

10/2/2024 2:00 PM - 4:30 PM

WorkSource, Room #113, 3120 NW Randall Way, Silverdale, WA 98383

This class is for firms with a desire to learn about the differences between federal and state capability statements. Knowing how to speak the correct language when writing a capability statement is half the battle. Be prepared to learn the importance of having the right elements to describe what your business does and the importance of knowing what each agency wants to see in a capability statement.

HUBZone Certification and Creating a Capability Statement

10/2/2024 9:00 AM - 11:00 AM

This workshop will teach you everything you need to know about HUBZone certification, as well as the basics of selling your products to the government and other local small business resources available to you. You will also learn the key elements of a capability statement and why you may need more than one capability statement for your company.

7 Seconds to Impact - Creating Extraordinary Elevator Pitches

10/2/2024 9:00 AM - 11:30 AM

Gain critical awareness and tools you can use immediately to improve the quality of your elevator pitch.

Kiewit In-Person Diverse Subcontractor and Supplier Outreach Event

10/8/2024 1:00 PM - 2:30 PM

We are actively seeking to engage local, small, and diverse firms interested in professional services, construction, and supplier opportunities on the Sound Transit Operations and Maintenance Facility South Project (upon award to the Kiewit and Stacy Witbeck joint venture team). Please join us to learn about the project and anticipated contract opportunities - and to meet members of our project team.

DLA Energy Virtual Lunch & Learn

10/9/2024 8:00 AM - 9:30 AM

DLA Energy is thrilled to announce our very first virtual industry-focused Lunch & Learn event, and we want YOU to be part of this exciting opportunity! This Lunch & Learn will allow us to connect from the comfort of your own home or

workspace, fostering knowledge-sharing and collaboration in a relaxed and engaging online environment.

Understanding Capabilities Statements - Federal & WA State

10/9/2024 3:00 PM - 4:30 PM

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INDUSTRY DAYS - Duckabush Estuary Restoration, Jefferson County, WA

10/9/2024 10:00 AM – 12:00 PM (PST) Virtual - Zoom

10/10/2024 10:00 AM – 12:00 PM (PST) OnSite – See event Directions

The United States Army Corps of Engineers (USACE), Northwestern Division - Seattle District (NWS) is hosting 2 Industry Days to provide additional information and gain feedback from industry on an upcoming requirement for the Duckabush Estuary Restoration civil works project in Jefferson County, Washington.

Historical Spending and Purchasing Forecasts

10/10/2024 3:00 PM - 4:30 PM

Economic Development Alliance Skagit County, 1932 E College Way, Mount Vernon, WA, 98273

Learn where to find valuable award data and purchasing forecasts for WA state and local governments. You will learn where to find award data and forecasts, which agencies are more likely to buy what you sell, and insights into the goods and services agencies anticipate needing in the future.

Getting Certified for Government Contracting in Washington State

10/15/2024 11:30 AM - 2:30 PM

Skagit Station, 105 E Kincaid Street, Mount Vernon, WA, 98273

Get information about and assistance with small business certifications at this in-person workshop. Learn about the types of certifications available in Washington State, how to assess which one(s) is right for your business, the certification process, and how to maximize certifications in government contracting.

2024 WSDOT Construction & Design Open House

10/16/2024 5:00 PM 7:00 PM

15700 Dayton Ave N, Seattle, WA, 98133

The Washington State Department of Transportation will host a special open house for prime contractors, subcontractors and consultants to preview the 2024- 2026 transportation projects in King, Snohomish, Skagit, Island and Whatcom counties. Upcoming projects include pavement restoration, roundabout and culvert construction, bridge painting and bridge repair, fish passages and more.

How to Do Business with King County: Goods, Services & Technology Supplier Orientation 2024

10/17/2024 10: 00 AM - 11: 30 AM

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

South Sound Entrepreneurship Week: Intro to Government Contracting

10/21/2024 11:00 AM - 12:30 PM

Goodwill Milgard Work Opportunity Center, 714 S 27th St, Tacoma, WA, 98409

South Sound Entrepreneurship Week is a five-day celebration of the South Sound's vibrant entrepreneurial spirit. Led by local entrepreneurs and fueled by our city's unique startup ecosystem, this event is your gateway to discovering Tacoma's innovative heartbeat. Those attending will gain valuable tools and resources for every stage of the entrepreneurship journey; from ideation, to starting a new business, or scaling an existing business.

DoD Cybersecurity Requirements

10/23/2024 2:00 PM - 4:30 PM

WorkSource, Room #113, 3120 NW Randall Way Silverdale, WA, 98383

Learn about the cybersecurity requirements for DoD and other federal contracting. After you have taken this class, you will be able to differentiate between CMMC 2.0 and NIST 800-171.

City of Tacoma Capability Statements 101

10/24/2024 2:00 PM - 3:30 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 on technical assistance and resources available to small businesses.

Capabilities Statement - Writing for Impact

10/29/2024 9:00 AM - 11:30 AM

This workshop is for firms interested in networking and developing relationships with local, state and federal government agencies. The ability to market your firm's strengths through a capabilities statement is one of the first steps in being successful with government contracting. Please be prepared to create or improve your firm's capabilities statement to increase your visibility with government agencies. Subject Matter Expert Sandy Bjorgen will lead us through an exercise of writing for impact and being memorable.

Monthly Sessions

Contracting Coffee Hour

10/2/2024 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

10/3/2024 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 - October

10/4/2024 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 focus is to share resources for growing your business.

APEX: Prime Connect

10/9/2024 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

10/17/2024 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

Advanced PortGen 2024 is a training series designed for small, minority, and women-owned businesses wanting to learn how to be successful with government contracting.

Each class will combine a resource video of detailed information and a virtual live Q&A session to discuss the topic.

Resource videos will be available to watch before the live session

During this series learn how to identify requirements to be responsive and gather resources to support your efforts in selling to the Port of Seattle and other agencies.

For Each session

Register for the live virtual sessions

October 1st - Project Labor Agreements

October 15th - Indirect Cost Rates and Cash Flow

October 24th - Insurance

October 29th - Bonding

Resource Video: will be available approximately 30 days before the live session

Watch the Resource Video before the live session

Bring your questions and Chat with the Experts at the virtual session

Join the party on December 11 – Celebration of Small Business at Port of Seattle Pier 69 Atrium.

DCAA Introductory Series

10/2/2024 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 Introductory Series. This session is Intro to DCAA and Audit Process Overview and Audits Under the SBIR/STTR Programs from a DCAA Perspective.

Tradeshows and Networking

Inflation Reduction Act Industry Day - GSA

10/1/2024 10:00 AM - 12:00 PM

Region 10 Virtual Industry Day: Low Embodied Carbon (LEC) Projects
Please join the U.S. General Services Administration (GSA), Public Buildings Service (PBS), and Arctic Region (Region 10) for a Virtual Inflation Reduction Act (IRA) Industry Day as it relates to Region 10's Low Embodied Carbon (LEC) Projects. This invitation is open to Region 10's IDV Contract holders as well as all small and large business concerns interested in learning more about GSA's recent \$2.15B nationwide appropriation for LEC materials for asphalt, concrete, glass, and steel projects in the PBS Region 10 geography.

GovCon Central Washington

10/2/2024 9:00 AM - 12:00 PM

Hotel Windrow, 502 N Main Street, Ellensburg, WA, 98926

Learn about opportunities for your business through government contracts. Connect with purchasing teams from government agencies. Expect to Learn about upcoming projects, where to find bid opportunities, and how to get ready to work with local agencies.

2024 Washington State Business Fair (Biz Fair)

10/5/2024 8:30 AM - 10/5/2024 2:15 PM Pasco, En Español

Biz Fair is THE event that all current and aspiring small business owners should attend! This year will be the 28th annual Biz Fair, the longest running all government and nonprofit-run small business fair in Washington State. Biz Fair is free to attend and open to everyone.

Learn about valuable small business resources in the Exhibitor Resource Hall and attend educational seminars led by industry experts on a variety of topics including business planning, regulatory guidance, funding opportunities, and business management skills. For details and registration please visit <http://www.bizfair.wa.gov>

King County Executive's Small Business Awards

10/7/2024 11:30 AM - 2:00 PM

Seattle Convention Center 705 Pike St, Seattle, WA, 98101

Join us in celebrating and honoring local small businesses at the 2024 King County Executive's Small Business Awards Luncheon! The day begins with networking and finalist exhibits, immediately followed by the awards program and luncheon from 12:00PM - 2:00PM. We invite you to come meet the extraordinary finalists and honor the winners in the eight different award categories.

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.

2024 Pierce County Thriving Together Resource Event

10/10/2024 8:30 AM - 12:30 PM

STAR Center, 3873 S 66th St, Tacoma, WA, 98409

The Pierce County Community Navigator team and Metro Parks Tacoma are hosting an upcoming FREE Pierce County Thriving Together Small Business Resource event. This event is a great opportunity for small business owners and entrepreneurs to connect with organizations offering small business support programs and services to small businesses in Pierce County.

L&I Contractor Training Day

10/11/2024

8:00 AM - 4:00 PM in Spokane

12/13/2024

8:00 AM - 4:00 PM in Bremerton

Each event offers more than 20 different classes are offered on subjects including safety, managing your claims to control your workers' compensation costs, public works contracting, business planning, risk management, marketing and more.

AGC of Washington Contractor Exchange

10/16/2024 9:00 AM - 12:00 PM

AGC Building, Conference Center, 1200 Westlake Ave N, Seattle, WA, 98109

If you're a specialty contractor, certified DBE or SBE, this is the event for you.

The Contractor Exchange -- one of our most popular annual events, and free to participants -- lets specialty contractors meet with general contractors in eight-minute interviews to discuss capabilities, qualifications, and upcoming project opportunities.

2024 Sound Transit Contracting Expo: Partnering for Progress

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

Get ready for Sound Transit's 3rd Contracting Expo! A Sound Transit virtual conference for consultants, contractors, vendors and service providers about partnering and doing business with Sound Transit, upcoming contract opportunities, and the agency's values, strategy and plans.

Contractors Meet & Greet

10/22/2024 1:00 PM - 4:00 PM

Clark College, Gaiser Hall

1933 Fort Vancouver Way, Vancouver, WA, 98663

Join us for our premier Contractors Meet & Greet networking event on October 22nd, proudly presented by Washington Trust Bank and Perkins & CO.

Network with primes, subs, and DBEs, focused on the upcoming Interstate Bridge Replacement Project and other public works projects. Hear directly from industry experts about what it takes to compete on this major project, gain insights on transitioning from sub to prime, and connect with key resource organizations like Washington APEX Accelerator, the IBR, WSDOT, TriMet, SWCA and NAMC, and many more!

North Puget Sound Contracting Conference

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

Lynnwood Convention 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

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.

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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