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## Announcements

**Contracting Opportunities with the City of Seattle** – Business Impact NW, in collaboration with Washington APEX Accelerator and Tabor 100, is offering a unique program to help businesses prepare for and succeed in contracting with the City of Seattle. The program includes business finance support, guidance on contracting requirements, and referrals to professional services. Additionally, take advantage of free business coaching, courses, and on-demand webinars.

For more information and to register, visit: <https://businessimpactnw.org/seattle>. Also, don't miss the [Regional Contracting Forum](#) on September 12 and the [City of Seattle Reverse Vendor Tradeshow](#) on November 13.

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**8(a) Certification** - The U.S. Small Business Administration has proposed several important changes to the regulations governing its [8\(a\) Business Development Program](#). These potential changes, which were incorporated in a major [proposed rule](#) issued on August 23, include updates to the 8(a) Program's ownership restrictions, "good character" requirements, eliminating community property related considerations, business activity targets, and more. [Read More.](#)

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**HUBZone Certification** - SBA has also [proposed](#) several changes to the HUBZone program

## Contact Us

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

[info@washingtonapex.org](mailto: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

including doubling the minimum hours an employee must work to be counted as an employee, provisions for shared work, teleworking and more. Read more [here](#).

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**US Navy** – Business and community leaders met in late August with representatives from the US Navy to discuss the progress of the Navy’s 20-year, \$21-Billion, Shipyard Infrastructure Optimization Program status. Plans to release the draft Environmental Impact Statement is slated for next calendar year which will add some clarity to the location of the new Puget Sound Naval Station Dry Dock. In 2021, the Navy selected [WSM Pacific SIOP JV](#) to start the design of the Dry Dock. Stay up to date on the latest news and information related to SIOP at this [link](#) managed by the APEX team at Kitsap Economic Development Alliance.

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**Cyber Security** – US Defense contractors and subcontractors are currently in a holding pattern waiting for CMMC 2.0 to begin a phased rollout. In the meantime, firms can prepare now by completing a cyber readiness check and viewing the small business friendly (and free!) training and resources at Project Spectrum’s site linked [here](#). Project Spectrum is funded, in part, by the US Department of Defense. Not sure of your current or future contractual obligations related to cybersecurity standards? Your APEX Accelerator advisor can help!

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#### **Direct Buy with State Agencies -**

DES is reviewing the state’s direct buy purchasing policy, which allows state agencies to directly buy goods and services without conducting a competitive solicitation if the purchase is under \$30,000 or \$40,000 if the purchase is made to a small or veteran owned business.

DES would like to hear from businesses about how the policy is working to encourage direct buy purchases from Washington small and veteran-owned businesses. Please take this short survey by Sept. 19 to help DES identify ways they can remove barriers for small and certified veteran-owned businesses in Washington. The survey is five questions and should take you less than 10 minutes to complete.

[Take the survey](#)

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**US Department of Labor** has increased Health and Welfare Rates on Service

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**

# Upcoming Opportunities

**Agency Opportunities** - Receive a daily email with opportunities from over 1400 websites based on your keywords through APEX's Bid Match service. Learn more [here](#).

UW [RFP for Infrastructure Renewal – Fire/Life Safety](#) Due 9/17

Spokane Transit [RFP 2024-10948 Hydraulic Hoses and Fittings Keep Fill Services](#) Due 9/13

WA DES [Mentorship Program for Government Contracting](#) Due 9/23

WA DES [Native Riparian Plants](#) Due 9/23

WA DES [Security Guard Services #00624](#) Due 9/22

Whatcom Transportation Authority [2024 – 023 ITB Midway Lot Electrical Improvements](#) Due 9/10

WA DES [Cooperative Purchasing Agreement 23723 for Prefabricated and Modular Bridges](#) DUE 9/12

WA DES [Consultant Services for Technical Training and Assistance \(Transportation and Construction Sectors\)](#) DUE 10/3

WTSC [Competitive Solicitation No. 2024-04 Traffic Safety Law Enforcement Liaison](#) Due 9/6

## Subcontracting Notices

Skanska [WSDOT I-405/Brickyard to SR 527 Improvement Project – Shaft Foundations](#) Due 9/16

[Working with Prime Contractors](#)



### SBIR/STTR Open Office Hours

9/27/2024 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:

### Department of Defense SBIR Release 24.3

*Participating components:*

Department of Navy (Navy) • Department of Air Force (Air Force) • Chemical and Biological Defense (CBD) • Defense Health Agency (DHA) • Defense Threat Reduction Agency (DTRA) • Missile Defense Agency (MDA)

**Pre-release:** August 21, 2024

**Opens:** September 18, 2024

**Closes:** October 16, 2024

**\*\*\* Join us for an overview of this solicitation!**

**Dept of Defense SBIR Release 24.3 Review**

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

Other DoD notices can be found on the [Washington APEX SBIR Program](#) page

### Other Important Links

- To find all current SBIR releases visit [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

### Networking Know-How

Workshop Prep 9/4/2024 9:30 AM - 9:45 AM

Full Workshop 9/5/2024 9:00 AM - 11:30 AM

Being well-networked plays a key role in government contracting success. Find out what you need to know and do to put your best self forward.

### DCAA Billing Series

9/4/2024 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 Billing Series, including Provisional Billing Rates and Barriers to Payments from a DCAA Perspective.

### Road to Success: Estimating Essentials in Construction

9/4/2024 2:00 PM – 3:00 PM

Tri-Cities Business and Visitor Center, 7130 W Grandridge Blvd, Kennewick, WA, 99336

Unlock new opportunities for your small and diverse business at our "Road to Success: Estimating Essentials in Construction" workshop. Learn the fundamentals of construction estimating from a Korsmo Construction expert and gain valuable insights on preparing precise and competitive bids. Don't miss this chance to enhance your skills and connect with industry professionals—register today!

### Wage Determination - Service Contract Act or Davis Bacon Act - ONLINE MEETING (LIVE)

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

How does the Service Contract Act (SCA) or Davis Bacon Act (DBA) apply to your business? Which labor acts do I need to understand? Join this workshop to get answers to these questions and learn how to read a Wage Determination and your company's responsibility to pay the correct wage rates.

### Camino al Éxito: Fundamentos de la Estimación en la Construcción

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

Tri-Cities Business and Visitor Center, 7130 W Grandridge Blvd, Kennewick, WA, 99336

Desbloquee nuevas oportunidades para su pequeña empresa diversa en nuestro taller "Camino al Éxito: Fundamentos de la Estimación en Construcción". Aprenda los fundamentos de la estimación en construcción de un experto de Korsmo Construction y obtenga valiosos conocimientos sobre cómo preparar ofertas precisas y competitivas. No pierda esta oportunidad para mejorar sus habilidades y conectarse con profesionales de la industria: ¡regístrese hoy!

### Korsmo Construction, Tacoma Public Schools Lowell Elementary Subcontractor Outreach Event

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

Korsmo Office, 1940 E D St, Tacoma, WA, 98421

Please join us to learn more about bid packages and support services being offered in the new construction of Tacoma Public Schools, Lowell Elementary School. Complete site demolition and replacement of multiple existing elementary school buildings with a single multi-story building. New accessory site canopies and outdoor play areas on a sloped site. Site grading and leveling, turf playfield, retaining walls to create accessible playground surfaces and play areas for use as an elementary school. Preservation and incorporation of significant trees. Synthetic field turf with under-drainage.

### Developing an Accident Prevention Program SIMBA & Washington Dept. of LNI

9/10/2024 6:00 PM - 7:00 PM

Shadle Library, 2111 W Wellesley Ave, Spokane, WA, 99205

Join us for a workshop led by David Jeary from the Washington State Department of Labor & Industries (L&I), focused on making your required

Accident Prevention Program (APP) as effective as possible.

### Cost and Price Proposal Preparation (IN PERSON)

9/11/2024 2:00 PM - 4:30 PM

Kitsap Economic Development Alliance, Suite #100, 2021 NW Myhre Rd, Silverdale, WA, 98383

Our session is focused on the key components to prepare a price proposal for government contracting opportunities including how to prepare a comprehensive cost/price proposal and feel confident with your price.

### "You Need to Pay Family Members!" And more Wage and Hour Tips for Small Business Owners - SIMBA

9/17/2024 5:30 PM - 7:00 PM

2111 W Wellesley Ave, Spokane, WA, 99205

Join us for a workshop led by David Jeary from the Washington State Department of Labor & Industries (L&I), focused on making your required Accident Prevention Program (APP) as effective as possible.

### SBA Wednesday Webinar -Contracting Assistance with Washington APEX Accelerator

9/18/2024 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. Washington APEX Accelerators will explain how they assist businesses through the government-contracting marketplace. Washington APEX Accelerator's mission is to increase the number of government contracts awarded to Washington firms so that those firms can grow. We **provide no cost**, confidential, one-on-one technical assistance in all aspects of selling to federal, state, and local governments.

### Using L&I's Prevailing Wage Intents and Affidavits Portal - MRSC

9/18/2024 11:00 AM - 12:30 PM

The Public Works Projects for Awarding Agencies Portal (Awarding Agency Portal, or portal) is designed to help awarding agencies manage their legal requirements with L&I.

### Meet the Buyers - Why Certification Matters

9/18/2024 2:00 PM - 4:00 PM

Greater Spokane Incorporated, Suite 100, 801 W Riverside Ave, Spokane, WA, 99201

Have you ever wondered what local agencies look for in contractors? Or why it's important to get certified? Join Avista, STA, Spokane PFD, and WA Apex to find out.

### Cost and Price Proposal Preparation - ONLINE MEETING (LIVE)

9/18/2024 2:00 PM - 4:30 PM

Our session is focused on the key components to prepare a price proposal for government contracting opportunities including how to prepare a comprehensive cost/price proposal and feel confident with your price.

### How to Do Business with King County: Construction Firms

9/19/2024 10: 00 AM - 11: 30 AM

King County offers a Construction Contractor Orientation. Sessions are hosted online only.



### City of Tacoma Construction Projects 101

9/23/2024 1:00 PM - 2:30 PM

City of Tacoma Municipal Building, Room 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.

### Disaster Readiness: Small Business Hosted by FEMA & SBA

9/24/2024 10:00 AM - 11:30 AM

FEMA and the SBA are hosting this Disaster Readiness: Small Business Continuity training. This session will focus on small business disaster readiness, business continuity plans and preparation resources from FEMA, SBA, and Operation HOPE. Join us and gain critical information and resources for small businesses to successfully navigate disaster recovery situations and build resiliency before, during, and after disasters.

### How to do business with the City of Seattle

9/25/2024 4:30 PM - 6:30 PM

7100 Fort Dent Way, Seattle, WA, 98188

Learn how to do business with the City of Seattle as a consultant from speaker Steven Larson.

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

Session #1: Workshop Prep 10/2/2024 9:30 AM - 9:45 AM

Session #2: Full Workshop 10/3/2024 9:00 AM - 11:30 AM

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

### 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, including Intro to DCAA and Audit Process Overview and Audits Under the SBIR/STTR Programs from a DCAA Perspective.

### Understanding Capabilities Statements - Federal & WA State

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

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.

## Monthly Sessions

### Contracting Coffee Hour

9/4/2024 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

9/5/2024 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 - September

9/6/2024 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

9/11/2024 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: Mastering Compliance and Project Management

Tri-Cities Business and Visitor Center, 7130 W Grandridge Blvd, Kennewick, WA, 99336

9/18/2024 3:00 PM - 4:00 PM

Unlock government contracting success! Join our "Yes, You Can" - Contract with the Government, workshop for contract insights and "Mastering Compliance and Project Management" to excel in project delivery taught by Korsmo Construction. Register now!

### Si Se Puede - Contratos con el Gobierno - Cumplimiento y Gestión de Proyectos

Tri-Cities Business and Visitor Center, 7130 W Grandridge Blvd, Kennewick, WA, 99336

9/18/2024 5:00 PM to 6:00 PM

¡Únase a nosotros para "Cumplimiento y la Gestión de Proyectos," parte de la serie "¡Sí, Se Puede! Contratos con el Gobierno" Aprenda habilidades clave con Korsmo Construction y haga networking con expertos. ¡Regístrese hoy!

### Wednesday with the Deputies for Small Business

9/25/2024 10:00 AM - 11:30 AM

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.

### 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.

## 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](#)

September 17th – Subcontracting and Contracting Vehicles

September 26th – Prevailing Wage

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

## Tradeshows and Networking

### [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.

### **L&I Contractor Training Day**

9/13/2024 8:00 AM - 4:00 PM in Lynnwood

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.

### **2024 Washington State Business Fair (Biz Fair)**

9/14/2024 8:30 AM - 9/14/2024 2:15 PM Spokane

9/21/2024 8:30 AM - 9/21/2024 2:15 PM Puyallup

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>

### **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.

### **Washington Procurement Connect**

10/8/2024 7:30 AM - 4:00 PM

Greater Tacoma Convention Center, 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 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.

### **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

Gaiser Hall, Clark College, 1933 Fort Vancouver Way, Vancouver WA 98663

Network with primes, subs, and DBEs, focused on the upcoming Interstate Bridge Replacement Project. 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, SWCA and NAMC.

### 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

Exhibition Hall, Seattle Center, 301 Mercer Street 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

Orlando Convention Center, 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.

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**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.

APEX Calendar

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[Washington APEX Accelerator](#)

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