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Announcements

DBE Program Complaint in Federal Court calls for the “ending of the DBE program once and for all.” The 40-year-old Disadvantage Business Enterprise program that enhances contracts to women and minority-owned firms on federally funded transportation projects is being challenged in a Federal Court in Kentucky. The Office of Minority & Women’s Business Enterprise and Washington State Department of Transportation are holding a listening session with the local DBE community on January 18. Register [here](#). Read these blog posts for more insights: [Schwabe](#) and [Schooner + Moriarty](#).

Cybersecurity Certification: [CMMC 2.0 proposed rule](#) was published on December 26. The 200-page document outlines the multi-phase approach to ensuring contractors and subcontractors implement required security protections as a condition of award. Comments are open until February 26. The final rule is expected to be enacted in Fall 2024 with a full-compliance deadline of 2026. Contractors waiting to see what will be required are encouraged to lean in now and understand what will be required and the steps they must take to achieve compliance and stay competitive in the marketplace. Discuss how CMMC 2.0 may impact your contracts and future contracts with your APEX Accelerator Advisor and read this [article](#) for more insights.

Contact Us

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

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Project Labor Agreements: New guidance for agencies was published on December 18th for implementing the 2022 Executive Order requiring Project Labor Agreements on federally funded projects valued at over \$35 million. Amongst the guidance are details on the market research analysis agencies must complete for the project or IDIQ contract to be exempted. Read the fact sheet [here](#) and guidance [here](#).

State Contract Clause: A new antidiscrimination clause will be added to all state contracts for public works, goods, and services starting January 1. The clause will need to flow down to subcontractors and be shared with labor organizations with which your firm has collective bargaining or other agreements. Learn more at this [link](#).

Resource Partner Update: The US Department of Transportation funded Northwest Regional Small Business Transportation Resource Center (SBTRC) is now operated by [The Women of Wisdom Tri Cities \(WOW\)](#).

SDVOSB: Service Disabled Veteran Owned Small Business goal increased to 5% in FY24 National Defense Bill. Agencies must use firms that have been certified by the Small Business Administration. If your SDVOSB firm needs certified by the SBA, your APEX Accelerator can assist at no cost.

Harborview Medical Center Campus preparing for a \$1.74 Billion, 20-year [expansion](#). Funded by a King County Bond passed by voters in 2020, Phase One of the program includes the construction of a new high-rise inpatient hospital tower and much more. See more about the scope and take the survey linked [here](#) to share your preferences related to the procurement process.

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

Agency Opportunities

[City of Marysville RFP Graphic Design Services for Comprehensive Plan Update](#)

[DES Bid Opportunity 23-0007 Automated Kiosk Solution for Fleet Rental Management](#)

[RFQQ DOH24-023C Graphic Design Print Watch Me Grow Educational Activity Booklets](#)

[DSHS RFP RFP #2323-840 Web Development Services for Washington Cares](#)

[Sources Sought Clarkston Habitat Management Unit](#)

[OFM Ethernet Transport Services RFQ](#)

[DES 28223 Portable Sanitation Services ReBid](#)



[Americas Seed Fund Week 2024 Road Tour Webinar](#)

1/23/2024 8:00 AM - 5:00 PM

This free online event connects entrepreneurs across the nation working on advanced technologies and the organizations that support them to America's Seed Fund, the country's largest source of early-stage funding, and will be of great value to startups and small businesses.

[SBIR/STTR Open Office Hours](#)

1/26/2024 9:00 AM - 10:00 AM

Each month ARC WA will host an open office hour event 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.

Looking for help? 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

Letters to the Government

1/10/2024

3:00 PM - 4:30 PM

After the 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.

Registering as a King County Supplier

1/10/2024

12:00 PM - 2:00 PM

Tabor 100, 7100 Fort Dent Way, Tukwila, WA, 98188

Workshop participants will complete the King County registration process which is a prerequisite for bidding or proposing on King County solicitations. Be sure to bring your laptop, an uploaded W-9, NAICS Codes, and your OMWBE Certification Number (if applicable).

Getting Paid with DoD's Wide Area Workflow (WAWF) System

1/17/2024

3:00 PM - 4:30 PM

Avoid payment delays and get paid promptly on your Department of Defense contracts.

Learn the ins and outs of registering and using DoD's online payment system, Wide Area Workflow (WAWF), as well as Government-wide Purchase Card payment options.

Capabilities Statement - Writing for Impact

1/18/2024

9:00 AM - 11:30 AM

This workshop is for firms with a desire to start networking and developing relationships with local, state, and federal government agencies. Marketing 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 be leading us through an exercise of writing for impact and being memorable.

Goods & Services Supplier Orientation: How to do Business with King County

1/18/2024

10:00 AM - 12:00 PM PDT

Our experts will discuss how you can market your goods and services to King County agencies and share tips for submitting successful bids. You'll also meet our Small Business Certification Specialist and our Good & Service Contract

Specialist.

Understanding Capabilities Statements

1/31/2024

3:00 PM - 4:30 PM

Silverdale Library

Suite 101

2650 NW Anderson Hill Road, 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.

Monthly Sessions

University of Washington Virtual Workshops for Suppliers

1/4/2024

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

1/5/2024

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 focus is to share resources for growing your business.

APEX: Prime Connect

1/10/2024

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

1/18/2024

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.

Contracting Coffee Hour

1/3/2024 8:00 AM - 10:00 AM

Got contracting questions? We have answers!

Wednesday with the Deputy for Small Business

1/31/2024, 10:00 AM - 11:30 AM

Wednesday with the Deputy for Small Business is an opportunity for Industry

Series Courses

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.

2024: The FAR, Introduction

1/24/2024 9:00 AM - 10:00 AM

FAR Part 1, Federal Acquisition Regulation System

1/26/2024 9:00 AM - 10:00 AM

FAR Part 2, Definitions of Words and Terms

1/31/2024 9:00 AM - 10:00 AM

More sessions available

Tradeshows

Alliance Northwest Conference

3/14/2024

8:00 AM - 4:00 PM

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.

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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