Slide 1 Narrative:
As a business concern seeking to expand its market share, it is imperative that you are aware of the various categories and definitions that have meaning for procurement personnel seeking vendors; especially small businesses. In addition, there are sources of potential business for your company that require details about the size and capabilities of your firm for matching with appropriate opportunities. In this way, you can be assured that potential business with existing and new customers is streamlined so that your most valuable asset is preserved...your time.
Leveraging the Small Business Distinction is intended to help you make an informed decision as to how the unique characteristics of your enterprise can be used to maximize the return on your investment in time and energy to gain revenue from public and private procurement activities. Topics germane to Leveraging the Small Business Distinction include these sources, as well as others. A general overview of each topic will be offered with an in-depth review of each sub-topic depending on audience desires.
Title: LEVERAGING THE SMALL BUSINESS DISTINCTION
Presented by Ralph B. Ibarra, President
DiverseAmerica Network: A certified Minority/Disadvantaged Business Enterprise in WA, OR, CA, & NV
Email: Ralph@MBEWorld.com | Web: www.DiverseAmerica.Net
Slide 2 Narrative: Let's start with reviewing this session's learning objectives:
Title: Learning Objectives
Know the specific classifications of small business concerns and how are they determined.
Unique federal classifications of small business concerns and other federal certifications.
Federal Agency Contracting and Small Business Procurement Goals.
Small Business Size Standards and Common Small Business Terms.
NAICS Codes and how they apply to your firm's classification.
System for Award Management and Federal Contracting/Procurement Systems.
Washington State Small Business Designations.
Washington State/Contracting Procurement Systems.
Washington's Electronic Business Solution (WEBS) and how to use it.
State Contracts Assistance Network (SCAN).
Washington APEX Accelerator [Formerly WA PTAC].
Local Jurisdictions' Contracting/Procurement Systems.
Slide 3 Narrative: The U.S. Small Business Administration is a foundational federal agency for small businesses.
Title: The Small Business Act
SBA's creation was largely a response to the pressures of the Great Depression and World War II.
In 1953 President Dwight Eisenhower signed the **Small Business Act into law**, creating a new agency, the U.S. Small Business Administration (SBA).
SBA's mission is to "aid, counsel, assist and protect, insofar as is possible, the interests of small business concerns."
It also is charged with ensuring that small businesses earn a "fair proportion" of government contracts and sales of surplus property.
Slide 4 Narrative: The U.S. Small Business Administration has been a champion for small firms and it is more relevant than ever.
Title: SBA's early days, today and in the future
By 1954, SBA was making and guaranteeing loans for small businesses.

It loans money to victims of natural disasters and helps small businesses get government contracts.
SBA also provides business owners with management and business training.
SBA was created to preserve free competitive enterprise and to maintain and strengthen the nation's economy.
SBA provides specialized outreach to women, minorities, and armed forces veterans.
SBA loans are available to victims of natural disasters.
The agency also offers specialized advice and support in international trade.
With its commitment to its goals, SBA is working to create a more equitable and sustainable economy supported by America's small businesses.

Slide 5 Narrative: Agency contracting goals instruct certain federal agencies in how much of their contracting dollars should be awarded to small businesses.

Title: Federal Agency contracting goals

The SBA is responsible for ensuring the government-wide goal for participation of small businesses is established annually at the statutory levels, and that the reporting agencies' achievements are relative to the goals.
Here's how the process works:
The SBA negotiates with agencies to establish individual agency goals that, in the aggregate, constitute government-wide goals.
In addition, the SBA negotiates a small business subcontracting goal based on recent achievement levels.
The SBA establishes the government-wide and agency socio-economic category goals at their statutory levels.
Before the beginning of the fiscal year, the SBA reviews agency year-to-date performance, and agencies submit their proposed goals to the SBA.
The SBA's Office of Government Contracting determines if these individual agency goals, in the aggregate, meet or exceed the government-wide statutorily mandated goals in each small business category.

Slide 6 Narrative: Each federal agency has annual Small Business Procurement goals; i.e., Prime Contract Small Business Goals, Prime Small Disadvantaged Business Goal, Prime Service-Disabled Veteran-Owned Small Business Goal, Prime Women Owned Small Business Goal, Prime HUBZone Small Business, Subcontract Small Business Goals, Subcontract Small Business Disadvantaged Business Goal, Subcontract Service-Disabled Veteran-Owned Small Business Goal, Subcontract Women Owned Small Business Goal, and Subcontract HUBZone Small Business Goal.

Title: Small Business Procurement Goals

The SBA notifies the twenty-four (24) agencies of their final agency goals that currently range widely, depending on the type of small business and agency; for example:

Department of Commerce (DOC): Prime Contract Small Business Goal is 39.00%; Prime Small Disadvantaged Business Goal is 20.90%

Department of Homeland Security (DHS): Prime Contract Small Business Goal is 35.50%; Prime Small Disadvantaged Business Goal is 17.90%

Department of Transportation (DOT): Prime Contract Small Business Goal is 33.40%; Prime Small Disadvantaged Business Goal is 21.00%

Social Security Administration (SSA): Prime Contract Small Business Goal is 26.00%; Prime Small Disadvantaged Business Goal is 10.20%

For more information on SBA's regulations regarding a concern's eligibility and recertification, or for a more detailed explanation of these exclusions please see SBA's Goaling Guidelines.

Slide 7 Narrative: Empowered by the Small Business Act and subsequent congressional authority, unique SBA federal classifications of small business concerns include Women-owned businesses, Native-American-owned businesses, Veteran-owned businesses, Military spouse businesses, LGBTQ-owned businesses, Rural businesses, and Minority-owned businesses.

Title: Unique SBA federal classifications of business concerns

Women-owned businesses: https://www.sba.gov/business-guide/grow-your-business/women-owned-businesses

SBA helps women entrepreneurs launch new businesses and compete in the marketplace, it also facilitates connecting with training and funding opportunities specifically for women.

The Office of Women's Business Ownership (OWBO) [https://www.sba.gov/about-sba/sba-locations/headquarters-offices/office-womens-business-ownership] helps women entrepreneurs through programs coordinated by SBA district offices. [https://www.sba.gov/about-sba/sba-locations/sba-district-offices]

Programs include business training, counseling, federal contracts, and access to credit and capital.

The OWBO oversees Women's Business Centers (WBCs).

These centers seek to level the playing field for all women entrepreneurs, who still face unique obstacles in the business world.

Businesses receiving assistance from WBCs see a significantly better success rate than those without similar support.

Native American-owned businesses: https://www.sba.gov/business-guide/grow-your-business/native-american-owned-businesses

The federal government provides opportunities in contracting, business development, and other programs for Native American small business owners.

Veteran-owned businesses: https://www.sba.gov/business-guide/grow-your-business/veteran-owned-businesses

SBA offers support for veterans as they enter the world of business ownership.

Look for funding programs, training, and federal contracting opportunities within its webpages.

Military spouse businesses: https://www.sba.gov/business-guide/grow-your-business/military-spouse-businesses

SBA supports military spouse entrepreneurs with training, counseling, and other resources.

LGBTQ-owned businesses: https://www.sba.gov/business-guide/grow-your-business/lgbtq-owned-businesses

SBA's Network for LGBTQ+ Businesses aims to bring focus on economic empowerment in the LGBTQ+ business community by providing access to the U.S. Small Business Administration's programs and services.

Rural businesses: https://www.sba.gov/business-guide/grow-your-business/rural-businesses

Rural small businesses are an integral part of local economies and communities.

Learn more about SBA resources for rural businesses within its webpages.

Minority-owned businesses: https://www.sba.gov/business-guide/grow-your-business/minority-owned-businesses

SBA is committed to supporting the development and growth of minority-owned small businesses and entrepreneurs from underserved communities.

Slide 8 Narrative: There are Federal contracting and training programs for experienced small business owners who are socially and economically disadvantaged.
Title: Special SBA and other federal classifications of businesses.
Small Disadvantaged Business: https://www.sba.gov/federal-contracting/contracting-assistance-programs/small-disadvantaged-business
Eligible businesses can self-certify and find opportunities at SAM.gov.
Women-Owned Small Business Federal Contract Program: https://www.sba.gov/federal-contracting/contracting-assistance-programs/women-owned-small-business-federal-contract-program
The federal government's goal is to award at least 5% of all federal contracting dollars to women-owned small businesses each year.
Veteran contracting assistance programs: https://www.sba.gov/federal-contracting/contracting-assistance-programs/veteran-contracting-assistance-programs
Learn about federal programs that help veteran-owned small businesses access federal contract awards and surplus personal property.
8(a) Business Development program: https://www.sba.gov/federal-contracting/contracting-assistance-programs/8a-business-development-program
Federal contracting and training program for experienced small business owners who are socially and economically disadvantaged.
As of September 29, 2023, SBA has reopened the 8(a) application for new applicants.
SBA has updated the application by adding a plain language fillable questionnaire for applicants to identify social disadvantage.
Firms continue to have the option to prepare a social disadvantage narrative and upload it directly to Certify.
SBA Mentor-Protégé program: https://www.sba.gov/federal-contracting/contracting-assistance-programs/sba-mentor-protege-program
Your small business can learn from an experienced government contractor through SBA's Mentor-Protégé program.
Slide 9 Narrative: Federal Small Business designations start with understanding how the Small Business Size Standards apply to your firm.
Title: Small Business Size Standards
https://www.sba.gov/partners/contracting-officials/small-business-procurement/small-business-size-standards
In order to compete for set-aside contracts, a business must meet the SBA's size standards – the maximum size a business can be to qualify as small.
Businesses can self-certify as small in the System for Award Management (SAM) database.
To check the size standards for specific industries, you can reference the SBA's table of small business size standards: https://www.sba.gov/document/support-table-size-standards
NAICS Codes are another essential designation for your small business concern to leverage.
A special table lists the current size standards that correspond to individual NAICS codes [North American Industry Classification System]: https://www.census.gov/naics/
Contracting officers must designate a NAICS code for a contract according to Title 13 Part 121.402 of the Code of Federal Regulations (CFR).
You can find small business size regulations in 13 CFR 121.
The regulations in 13 CFR 121.401 through 121.413 apply to all federal contracting programs for which small business status is required or advantageous, including the small business set-aside program.

Slide 10 Narrative: There are some common terms you should be familiar with to help you ensure that a business is classified correctly as small.

Title: Common Small Business Terms

Affiliates: Affiliation with another business is based on the power to control, whether exercised or not, or whether a third party controls or has the power to control multiple businesses.

Check the SBA's compliance guide for size and affiliation for more detailed information.

Annual receipts: This is the "total income" (or "gross income") plus the "cost of goods sold."

These numbers can normally be found on the business' IRS tax return forms.

Receipts are averaged over a business' latest three complete fiscal years to determine the average annual receipts.

Employee calculation: This is the average number of people employed for each pay period over the business' latest 12 calendar months.

Any person on the payroll must be included as one employee, regardless of hours worked or temporary status.

Slide 11 Narrative: The North American Industry Classification System (NAICS) is the standard used by Federal statistical agencies in classifying business establishments for the purpose of collecting, analyzing, and publishing statistical data related to the U.S. business economy.

Title: Introduction to NAICS Codes

NAICS [https://www.census.gov/naics/] was developed under the auspices of the Office of Management and Budget (OMB), and adopted in 1997 to replace the Standard Industrial Classification (SIC) system.

This official U.S. Government Web site provides the latest information on plans for NAICS revisions, as well as access to various NAICS reference files and tools.

Various agencies and organizations also use NAICS as a basis for their procurement programs, requiring that a NAICS code be provided for each good or service to be procured.

NAICS is an industry classification system, not a product classification system, and therefore neither intended nor well suited for this purpose.

The North American Product Classification System (NAPCS) was developed under the direction and guidance of OMB and also in collaboration with Canada and Mexico.

This system incorporates all of the outputs/products of the industries defined in NAICS, with "product" referring to goods produced and services offered.

For statistical purposes, a business establishment is assigned one NAICS code, based on its primary business activity, whereas multiple NAPCS codes can be linked to any one establishment to indicate its various products.

Slide 12 Narrative: Your firm's NAICS Code is a unique identifier of your primary business activity that often sets you apart from other small businesses.

Title: How to determine the correct NAICS code for your business

You can use the search feature at www.census.gov/naics

In the "2022 NAICS Search" box on the left side of that page, enter a keyword that describes your kind of business.

A list of primary business activities containing that keyword and the corresponding NAICS codes will appear. Choose the one that most closely corresponds to your primary business activity, or refine your search to obtain other choices.

Rather than searching through a list of primary business activities, you may also view the complete 2022 NAICS structure with codes and titles by clicking on "2022 NAICS" (under the "Reference Files" section) on this Web site.

Then click on the 2-digit Sector code to see all the NAICS codes under that Sector.

Then choose the 6-digit code of your interest to see the corresponding definition, as well as cross-references and index items, when available.

Slide 13 Narrative: The System for Award Management, also known as SAM.GOV, is a federal registry that can empower your small business concern in a number of ways; especially if you want to receive federal funds for goods and/or services rendered.

Title: System for Award Management (SAM.GOV) https://sam.gov/content/home

You must register your entity (you as an individual or your organization) to be able to bid on contracts or apply for federal assistance (e.g., grants, loans) from the federal government.

"Registering" means registering an entity to do business with the government on SAM.gov.

You must sign up and sign in to your account to use many of the features of SAM.gov, such as saving searches, following records, or viewing standard reports.

 "Signing up" means getting an account and setting up a profile on SAM.gov.

User account credentials are managed by login.gov, a service that allows you to sign in to many federal government websites with one set of credentials.

Slide 14 Narrative: Washington State support small business concerns with its unique designations, starting with certification as a Minority and/or Women's Business Enterprise.

Title: Washington State Small Business Designations

Office of Minority and Women's Business Enterprises (OMWBE): https://omwbe.wa.gov/

Legislative Intent:

"The legislature finds that minority and women-owned businesses are significantly underrepresented and have been denied equitable competitive opportunities in contracting. It is the intent of this chapter to mitigate societal discrimination and other factors in participating in public works and in providing goods and services and to delineate a policy that an increased level of participation by minority and women-owned and controlled businesses is desirable at all levels of state government. The purpose and intent of this chapter are to provide the maximum practicable opportunity for increased participation by minority and women-owned and controlled businesses in participating in public works and the process by which goods and services are procured by state agencies and educational institutions from the private sector." | State Statute Dispositions: https://app.leg.wa.gov/RCW/default.aspx?cite=39.19

Slide 15 Narrative: the Washington State Department of Enterprise Services is a good starting point to learn how the State Contracting/Procurement Systems function.

Title: State Contracting/Procurement Systems

Washington State Dept. of Enterprise Services (DES): https://des.wa.gov/

Agency Overview: DES provides centralized business services to state government agencies; to other public entities such as cities and counties; to tribal governments; and to Washington residents.

See the full text of this law on the Washington State Legislature website:

https://apps.leg.wa.gov/rcw/default.aspx?cite=43.19

Key services that DES performs:

- Capitol Campus management
- Construction & public works
- **Contracts & procurement**
- Employee Assistance Program
- Energy efficiency
- Engineering & architectural services
- Facilities management
- Fleet management & EVs

- Parking management
- Printing & mail services
- Property management
- Real estate services
- Risk management
- **Small agency support in contracting**
- Surplus property
- Training & workforce development

Slide 16 Narrative: The Washington State Department of Enterprise Services promotes itself as providing workplace solutions that enhance government's ability to fulfill their missions.

Title: DES Service Highlights

Goods and services contracts: Manage 200 statewide contracts with 1,750+ vendors, resulting in $2.1 billion in annual goods and services purchases.

Construction projects: Manage 800+ design and construction projects worth $400M+ each year.

Statewide facilities: Care for government facilities totaling 180,000+ square feet and 14 acres in Cowlitz, King, Thurston and Yakima counties.

Building leases: Administers 700+ active leases totaling 9.5M+ square feet with rents totaling $185M+ each year.

Provision of goods and services: https://app.leg.wa.gov/RCW/default.aspx?cite=39.26.050

Cooperative purchasing: https://app.leg.wa.gov/RCW/default.aspx?cite=39.26.060

Convenience contracts: https://app.leg.wa.gov/RCW/default.aspx?cite=39.26.070

Procurement policy—Director's responsibility and authority—Master contracts: https://app.leg.wa.gov/RCW/default.aspx?cite=39.26.080

Sole source contracts: https://app.leg.wa.gov/RCW/default.aspx?cite=39.26.140

Public notice—Posting on enterprise vendor registration and bid notification system: https://app.leg.wa.gov/RCW/default.aspx?cite=39.26.150

Awards of procurement contracts to veteran-owned businesses: https://app.leg.wa.gov/RCW/default.aspx?cite=39.26.240 | Companion statutes | Awards of procurement contracts by state agencies to veteran-owned businesses: https://app.leg.wa.gov/RCW/default.aspx?cite=43.60A.200 | Certified veteran-owned businesses: https://app.leg.wa.gov/RCW/default.aspx?cite=43.60A.190

Washington's Electronic Business Solution (WEBS): https://des.wa.gov/sell/bid-opportunities

Slide 17 Narrative: Register with Washington's Electronic Business Solution (WEBS) to sell your goods and services to government agencies and higher education organizations.

Title: How to work with the State | https://des.wa.gov/sell/how-work-state

DES manages more than 200 statewide contracts for goods and services.

These contracts are awarded to over 1,750 businesses, many of them small businesses.

State and local government agencies, tribal governments and nonprofit organizations purchase roughly $2.1 billion in goods and services from these businesses each year.

Anyone who wants to sell to agencies or buy goods or services using a contract must register in WEBS, [Washington's Electronic Business Solution].

Businesses can find bids opportunities and sign up for email notifications in https://des.wa.gov/sell/bid-opportunities.

Slide 18 Narrative: Using WEBS effectively takes practice and patience that is worth the investment in time when you keep these tips in mind.

Title: How to leverage WEBS to your advantage

Responding to a bid opportunity

Pre-bid conference, bidder questions and solicitation amendments are posted in WEBS.

You are encouraged to attend the pre-bid conference to learn more and ask questions about the solicitation.

You can contact the solicitation poster to find out if there's a pre-bid conference.

Questions asked during the solicitation question-and-answer period will be added in the amendments section of the WEBS posting.

Any changes to a solicitation prior to the bid due date will be posted in WEBS as solicitation amendments.

Anyone who downloaded the original solicitation will receive an email from WEBS notifying them about amendments.

Submitting your bid

Ensure you read and understand the solicitation document, all appendices, amendments, and other attachments.

Ensure your bid is complete

Include all required attachments and documentation.

Make sure you download the solicitation from WEBS to ensure you get an email about any amendments. Bidders are responsible for checking WEBS and should do so frequently.

If required, you must sign and return a copy of each amendment before the bid due date.

Bid evaluations

After the solicitation is closed, bids are evaluated using a formula specific to the opportunity.

The bid(s) that score the highest will receive awards.

After the Apparent Successful Bidder (ASB) is announced, winning bids for statewide contracts are posted on the contract summary pages.

You can see other bids by requesting a public record.

Getting paid

There are two ways to get paid by the state:

The Office of Financial Management (OFM) pays vendors via check or Electronic Funds Transfer (EFT).

OFM has information for vendors about the payment process and how to get help.

Businesses can also accept payment through a state credit card, called a purchase card.

Getting licensed

All businesses on statewide contracts must be registered with the Washington Secretary of the State and Department of Revenue.

Some businesses need a license from the Washington state Department of Licensing.

Requirements vary by business and state of residence.

Small, diverse and veteran-owned businesses

Washington state is committed to dismantling barriers that prevent small, diverse and veteran-owned businesses from doing business with the state.

Find tips for small, diverse and veteran-owned businesses that want to get started working with the state.

Slide 19 Narrative: Washington's Electronic Business Solution (WEBS) is the DES platform where businesses can find current public agency solicitations for goods and services, including engineering, architectural consulting, construction and real estate leasing. Also, Washington state agencies are required to post goods and services solicitations in the WEBS system.

Title: Register in WEBS & Search for Opportunities: https://des.wa.gov/sell/how-work-state/register-bid-opportunities

Using WEBS

Businesses interested in contracting with the state must register in WEBS.

Not all local public agencies in Washington are required to post bid notifications in WEBS.

Getting help with WEBS is not difficult and here are helpful guides:

WEBS Vendor User Guide (PDF 900.79KB)

WEBS Vendor Training (PPT 57.57MB)

WEBS Vendor Terms & Conditions (PDF 2.96MB)

WEBS tips

Check your email settings to receive WEBS notifications

You can add WEBSCustomerService@des.wa.gov to your safe senders list to ensure you receive important messages such as password changes, bid opportunities and award notifications.

Check for bid opportunities regularly

Even if you are registered to receive solicitation notifications regularly, it is recommend you regularly check for opportunities you may have missed (this can happen when you've possibly missed registering for a commodity code that you could provide). You can view all current opportunities on the bid calendar without logging into WEBS or you can login to WEBS to search all available posted in greater detail.

Keep your business information updated

Update your account anytime your essential business information changes, such as contact names or email addresses.

Change your WEBS account administrator

You will need to email us at WEBSCustomerService@des.wa.gov to change your WEBS account administrator and the following information: Company name, Previous administrator name (if known), New administrator name, New administrator email address, Reason for the change.

Once we have updated your account, you will receive a confirmation email with login credentials.

Slide 20 Narrative: You can search for all solicitations currently posted in WEBS:

Title: Searching in WEBS

Log in to WEBS: https://pr-webs-vendor.des.wa.gov

Select "Search Opportunities"

Select "All Commodity Codes" and "All Counties"

Select "Filter by Government Organization" in the dropdown menu

Select the name of the organization that posted the bid opportunity

Select the "search" button

The bidding opportunity will be listed on the next screen.

Commodity codes

A commodity code is a way to search for goods and services. DES assigns keywords to each commodity code that describes the products or services offered.

You can add commodity codes that match what you sell when you register in WEBS or you can log into your account and select "Manage Commodity Codes" on the welcome page.

Tips:

- In the WEBS search box, use single-word searches that best describe the types of products or services you offer. For example, if you want to find all commodity codes related to lighting, you can

search "electric," "electrical," "light," "lighting," "fixtures" and any other words that reflect your product.

- When you find codes that apply to your business, check the box next to them and select the "add" button. All codes are four or five digits are assigned to one of three categories: Goods, Services and Construction.
- If you do not find a commodity code that is an exact match for the product or service you sell, select the code that matches most closely.
- You may also search by NAICS codes. If you are familiar with your NAICS code, you can enter it into the search bar and the corresponding commodity code with be displayed in the search results.

Construction projects

If you are interested in learning about new construction projects, you can select the NIGP Commodity Code: 914-84 Trade Services Construction Non-classified.

Slide 21 Narrative: The State Contracts Assistance Network (SCAN) is your partner in the state contracting journey

Title: State Contracts Assistance Network (SCAN) | *https://des.wa.gov/sell/how-work-state/state-contracts-assistance-network-scan*

SCAN partners connect small and diverse businesses like yours with organizations and tools to help you be more successful at working with the state.

What the State Contracts Assistance Network does

The state contracting process can seem overwhelming when you're getting started.

This is especially true for many small and diverse businesses with limited time and resources.

To help more of these businesses be successful when working with the state, the Procurement, Inclusion, and Equity (PIE) program created State Contracts Assistance Network.

In the spirit of the PIE program mission, SCAN teamed up with various organizations and programs to keep tearing down contracting barriers.

Our partners in this work represent small and diverse businesses.

They're helping us bring training, networking, and a helping hand to those who need it.

Together, we're mentoring small and diverse businesses to be more successful when trying to work with Washington state.

How we support small and diverse business owners like you

DES built the State Contracts Assistance Network from the ground up for business owners. SCAN partners, can help you win more bids by:

Getting you started on the first step of working with the state with help registering in the Washington's Electronic Business Solution (WEBS) to find bid opportunities and to sign up for notifications

Helping you increase your small and diverse business's visibility by getting you certified as a small, woman-, minority-, or veteran-owned business with the Office of Minority and Women's Business Enterprises (OMWBE)

Certify your veteran-own business with the Washington State Department of Veterans Affairs (WDVA)

Keeping you informed of state bid notices and the latest updates with our newsletters

Sign up for the Business Diversity Newsletter

Educating you through business seminars and workshops

Contact us for scholarship opportunities for SCORE's classes and seminars

Attend Procurement Technical Assistance Center's (PTAC) live training events

Join us at the next State Contracting Opportunities and Open House event

Supporting your unique needs through networking opportunities with SCAN partner organizations

Connect with our partner organizations

Slide 22 Narrative: Reach out to SCAN partner organizations to expand your business network.
Title: SCAN Partner Organizations
African Chamber of Commerce of the Pacific Northwest
African Community Housing Development
Black Dot
Black Owned Business Excellence (BOBE)
Greater Seattle Business Association (GSBA)
Greater Seattle Korean Association
Northwest Mountain Supplier Development Council (NWMSDC)
Northwest Native APEX Accelerator
SCORE - Greater Seattle Chapter
Seattle Latino Chamber of Commerce
Seattle Public Library
Sister Sky Inc.
South Sound BIPOC Chamber
Tabor 100
Thurston County Chamber of Commerce-BIPOC Business
Tri-Cities Hispanic Chamber of Commerce
US Small Business Administration
Washington Minority Business Development Agency (MBDA) Business Center
Washington Procurement Technical Assistance Center (PTAC)
Washington Small Business Development Center (SBDC)
Washington State Microenterprise Association (WSMA)
Women's Business Enterprise Council Pacific (WBEC-Pacific)
Yakima County Development Association
Tip: Discover what goods and services agencies throughout the state are buying.
View new bid opportunities in WEBS
Explore upcoming bid opportunities with DES
Find upcoming statewide contract opportunities within the next year for small businesses
OMWBE's bids and contracting opportunities
PTAC's government contracting opportunities
Port of Seattle's VendorConnect
City of Seattle's procurement
King County's procurement portal
Tabor 100 bid opportunities
Stay informed and get contract updates
If you want to stay up to date on the latest contracts and developments, please subscribe to:
Contracts Connection
IT Contracts Focus
Connect with the State Contracts Assistance Network | *https://des.wa.gov/sell/how-work-state/state-contracts-assistance-network-scan*
If you need help getting started or finding the right partner to assist you, send us a message and we'll connect you to the best resources for your type of business.
Slide 23 Narrative: There are many other sources and activities you could consider that may benefit your small business.
Title: More Small Business Assistance for Washington State Firms
State Contracting Opportunities & Open House

Join DES on the third Thursday of each month, from 3 - 4 p.m., for a virtual event where they discuss a variety of topics, including: an introduction to state contracting; how to find upcoming contracting opportunities; where to get technical assistance; where to find additional training; and, of course, provide time and opportunity for questions and answers.

Stay informed

DES hosts events, provide training, and work with small and diverse business communities to connect them with tools, resources, and statewide contracting opportunities.

- Sign up for training opportunities for small and diverse businesses

Additional resources

Business Diversity Advisory Group

The Business Diversity Advisory Group of DES advises its Contracts and Procurement Division on ways to reduce barriers for small, diverse and veteran-owned businesses to participate in state contracts for goods and services.

Tabor 100

Tabor 100 is an association of entrepreneurs and business advocates who are committed to economic power, educational excellence and social equity for African-Americans and the community at large.

Washington State Department of Veterans Affairs (WDVA) | https://www.dva.wa.gov/veterans-service-members-and-their-families/veteran-owned-businesses

Washington State has a certification for Veterans and Servicemembers. Certification is free and requires only basic veteran discharge status and business information to complete.

Small Business Assistance in Washington state (business.wa.gov)

The Small Business Liaison Team (SBLT) consists of representatives from 27 agencies. Its mission is to listen to businesses, then drive action to make it easier to do business in Washington State. A primary goal of the SBLT is to have an informed small business community that understands what's needed to comply with the state's licensing and regulatory requirements.

Slide 24 Narrative: Becoming an APEX Accelerator client means you have access to an extensive list of services that go beyond just links and resource guides. if you are a small business owner incorporated in the State of Washington, you qualify to register with Washington APEX Accelerator and take advantage of our free resources.

Title: Washington APEX Accelerator [Formerly WA PTAC] |

https://washingtonptac.ecenterdirect.com/

Welcome to the most comprehensive resource portal available to Washington State businesses

From here you can:

Sign up to become an APEX Accelerator client

Register for our newsletter

Refer to our comprehensive Resource Links

Register for events or workshops

Contact a PTAC center with any questions

Register for Bid-Match

Becoming an APEX Accelerator client means you have access to an extensive list of services that go beyond just links and resource guides. if you are a small business owner incorporated in the State of Washington, you qualify to register with Washington APEX Accelerator and take advantage of our free resources. (Location Exceptions listed here). Some of the benefits you receive as a client:

Individual one on one counseling sessions with an experienced Government Contracting Assistance Specialist

Access to an expanded Library of Documents that includes Capability Statement templates, RFP Response Checklists, and much more

Your own account where you can manage your events and resources
Early bird registration for events
Marketing assistance
Proposal review services
Much more!
To register go to the highlighted Become a Client button above. A Government Contracting Assistance Specialist will contact you to arrange an appointment or direct you to relevant resources or information. We look forward to helping you FIND, BID ON and WIN government contracts.
All APEX Accelerators are funded in part through a cooperative agreement with the Department of Defense. www.apexaccelerators.us
We are able to offer our services free to small business owners as long as we are able to record and document our assistance. Therefore it is vitally important that we obtain information from our clients so can continue offering our resources for free. In order to retain our funding, we require formal registration from our clients and responses to our quarterly surveys.

Slide 25 Narrative: MRSC Rosters is the only directory that connects businesses with 672 public agencies in Washington State for small public works projects, consulting opportunities, and goods and services.

Title: Local Jurisdictions' Contracting/Procurement Systems
Municipal Research and Services Center (MRSC) Rosters: https://mrscrosters.org/
Participating Public Agencies: https://mrscrosters.org/participating-agencies/#
Using the MRSC map of participating public agencies that match the locations of RISE Accelerator Cohorts, these entities rely on MRSC as a portal to their procurement opportunities:
Skagit County
- Central Skagit Rural Partial County Library District *
- City of Anacortes *
- City of Burlington *
- City of Mount Vernon
- City of Sedro-Woolley *
- Northwest Clean Air Agency
- Port of Skagit County *
- Public Hospital District No. 1, Skagit County WA *
- Sedro-Woolley Housing Authority *
- Skagit County *
- Skagit County Dike & Drainage District Flood Control Partnership *
- Skagit County Fire District #11 *
- Skagit County Fire District #8 *
- Skagit County Fire District 13 *
- Skagit County Fire Protection District 2 *
- Skagit County Public Hospital District No. 304
- Skagit Transit System *
- Town of Hamilton *
- Town of La Conner *
- Town of Lyman
Okanogan County
- Aeneas Lake Irrigation District
- City of Brewster *
- City of Omak *

- City of Pateros *
- METHOW VALLEY SCHOOL DISTRICT #350
- Okanogan Conservation District
- Okanogan County Public Hospital District #3 *
- Okanogan County Public Hospital District #4 *
- Okanogan County Transit Authority *
- Okanogan Douglas District Hospital #1
- Pateros School District
- Town of Conconully
- Town of Coulee Dam *

Walla Walla County
- City of College Place *
- City of Waitsburg *
- City of Walla Walla
- COLUMBIA SCHOOL DISTRICT #400 *
- Waitsburg School District *

Klickitat County
- Centerville School District # 215 *
- City of Bingen
- City of White Salmon *
- Husum Fire Dept.-Klickitat CoFire Dist. 3 *
- Klickitat County Public Hospital District No 2
- Klickitat Valley Health *
- Lyle School District
- Underwood Conservation District *
- White Salmon Valley School District
- Wishram School District 94

Franklin County
- City of Connell *
- City of Kahlotus *
- City of Pasco *
- Franklin County *
- Franklin County Fire District 1 *
- Franklin County Fire Protection District No. 3 *
- Franklin County Public Hospital District #1 *
- Kahlotus School District #056
- North Franklin School District
- South Columbia Basin Irrigation District *