

GOVERNMENT CONTRACTING

MAGAZINE



Sweeping Changes Coming to
Certification Programs

Secrets to Writing a
Winning Proposal

Top Tips For Winning a
Government Contract

Alliance Northwest 2019

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Conference activities

MARCH 2019
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Washington PTAC

A program of Thurston Economic Development Council

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Tiffany Scroggs, *Program Director*
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2018 Washington PTAC Snapshot

Washington PTAC is committed to small business success in the government marketplace. We consider it a privilege to work with some of the most hard working, innovative businesses in our great state. Businesses that attend PTAC's trainings and take advantage of the one-on-one technical assistance provided are more likely to succeed in the government marketplace. Here's a brief snapshot of our 2018 activities.

- 1,500 businesses served
- Over 3,000 counseling hours provided
- 150 events

Small businesses that worked with PTAC win an average of \$300 million dollars in awards each year.

Welcome to the 4th Annual Government Contracting Magazine

brought to you by the Thurston Economic Development Council Center for Business & Innovation, Washington PTAC, and the Alliance Northwest Planning Committee.

This year marks Washington PTAC's 30th year of guiding businesses towards success in the government marketplace. Our approach has changed over the past 30 years. For example, we no longer fax solicitations and you can't borrow PTAC's microfiche machine to see military specifications. However, the team's mission remains the same: help Washington firms win more government contracts and subcontracts.

During our 30 years we've seen a lot of businesses succeed. These firms pave the roads we drive on, build the dams that power our lights, protect the water we drink, and provide the warfighter with innovations that keep them safe. We've also seen failure, false claims, debarments, lost contracts, and enough business blunders to write a book.

The current team of Washington PTAC includes a mix of business-savvy advisors and former government contracting officers. All are inspired by the firms we work with and eager to share their expertise. If you're not already working with a PTAC Counselor, find your local office at www.washingtonptac.org.

In the meantime, it is our hope that this magazine shares some timely information and contacts to help you navigate the marketplace. As you peruse this publication, you'll see the three themes emerge:

There is a lot to learn and success comes to those who learn it. The government marketplace is different from the private sector in many ways. The good thing is that how government buys, from who, and for how much is all public information. Take time to understand the players and the rules and you'll be much more likely to succeed.

The marketplace is changing. For several reasons, fewer small firms are entering the marketplace and winning work. We are also seeing successful smaller firms getting bought by bigger firms. Staying up on these changes will help your firm react with the best strategy for success.

Use your resources. The Procurement Technical Assistance Centers along with many other no-cost service providers are dedicated to your success. Use their knowledge to help you navigate the marketplace and avoid the sharks who charge for unneeded services. Your PTAC can be found at www.washingtonptac.org or www.aptac-us.org.

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Front Cover Photo: NAVAL BASE KITSAP-BREMERTON, Wash. (March 1, 2018) U.S. Navy Sailors remove a line as Sailors and Puget Sound Naval Shipyard and Intermediate Maintenance Facility (PSNS-IMF) workers shift the aircraft carrier USS Nimitz (CVN 68) from its homeport pier in Bremerton, Wash., to a dry dock in PSNS, March 1, 2018. Nimitz is currently preparing for a docking planned incremental availability at PSNS-IMF where the ship will receive scheduled maintenance and upgrades. (U.S. Navy photo by Mass Communication Specialist 3rd Class Ian Kinkead)



Shop Veteran-Owned Businesses First!

Lourdes E. Alvarado-Ramos, Director of the Washington State Department of Veterans Affairs

Small businesses are the backbone of the state economy – about 99% of state businesses are small. Washington small businesses employ 1.3 million workers, which is about 51% of Washington's total workforce. Many of these businesses are veteran-, women-, and minority-owned. Ensuring these diverse businesses have contracting opportunities gives Washington state government access to a wider array of business solutions, helps drive innovation and strengthens our economic growth. Successful small businesses led by veterans, minorities, and women help make our economy and our families more resilient – strengthening our communities and improving the quality of life for all Washingtonians.

Governor Inslee has directed agencies to do a certain amount of purchasing with diverse businesses, and established a Business Diversity Subcabinet, which I'm proud to be a member of. We have set out to help agencies not only understand why doing business with diverse businesses is important, but also provide them with tools that will help facilitate real change. Part of this work includes improving data to better measure everything we purchase, whether through a contract or using a purchasing card.

In addition, a Disparity study will be complete

soon and that will provide information about how state government is doing when it comes to access for veteran-, minority-, and women-owned businesses in contracts and purchasing, as well as recommending strategies for ensuring diverse firms can participate. Find out more about the Disparity Study here <http://wastate.disparity-study.com/>.

Whether you are a private citizen, or operate a business or non-profit organization, chances are you make purchases from other businesses! You can find a list of Washington State Certified Veteran Owned Businesses on the WDVA website at dva.wa.gov. Visit <https://fortress.wa.gov/ga/webs/VendorSearch.aspx> to find the Veteran Owned Businesses in your community and choose to shop veteran first!

If you know of a Veteran Owned Business that isn't certified, please let us know who they are so we can reach out to them directly. Veteran or Servicemember Owned Business Certification is quick, free, and the process is relatively easy to complete.

Eligibility: Honorable discharged or currently serving

51% ownership (50/50 may be eligible if community property or veteran split)

Domestic Washington State Business

If you are a veteran who owns the a Washington business you can sign up your business in Washington as Veteran Owned at <https://fortress.wa.gov/ga/webs/home.html> and mark the veteran owned checkbox to begin the process. State agencies, local municipalities, and prime contractors are all looking for certified veteran owned businesses to contract with and purchase from to meet their diversity spend goals. In addition, certification makes a business eligible to apply for the Veterans Linked Deposit Program which can improve access to capital for certified Veteran and Servicemember Owned Business enterprises by decreasing interest rates on small business loans by 2%!

For more information please contact:
Jennifer Montgomery
Veteran Owned Business Program Manager
Washington State Department of Veterans Affairs
jenniferm@dva.wa.gov or 360-725-2169



The advertisement for Bid Designs features a collage of four images arranged in a 2x2 grid. The top-left image shows a mountain landscape with the text 'COMPLIANCE MATRICES'. The top-right image shows a city skyline at dusk with the text 'COMPLIANCE REVIEWS'. The bottom-left image shows a forest scene with the text 'DESKTOP PUBLISHING'. The bottom-right image shows a bridge over water with the text 'GRAPHICS'. The Bid Designs logo, consisting of a stylized 'B' icon and the text 'BID DESIGNS' with the tagline 'ALWAYS READY', is positioned at the top right of the collage.

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Doing Business with the DOE Hanford Prime Contractors & PNNL

Adapted from an article previously written by Ashley Coronado

Interested in being a part of one of the nation's largest and most challenging environmental clean-up projects?

The Hanford Site is located in Southeastern Washington and covers 586 square-miles. The Department of Energy (DOE) manages the environmental cleanup project and employs over 9,211 total DOE federal and contractor employees on a yearly basis. Hanford buys a large variety of supplies and services and is always seeking new vendors. So **WHO** do you target, **HOW** do you get involved and what are some **TIPS FOR SUCCESS?**

WHO

In Richland, Washington there are three Department of Energy (DOE) offices: the Richland Operations Office, Office of River Protection and Office of Science. Seven prime contractors as

well as the Pacific Northwest National Laboratory (PNNL) operate on site. Each of these entities have a very specific scope from each other and different missions related to the cleanup on the Hanford Site, which has an annual budget of nearly \$2.4 billion dollars.

As business needs are always growing and changing on the Hanford Site with both DOE and the Hanford primes, it is important to know where to register to learn of opportunities so you don't miss out. If you are interested in learning more about the Hanford site, please visit www.Hanford.gov and familiarize yourself with the specific roles of each prime contractor. Figuring out how you can meet their needs and how each are different from each other is key to your success. Use your market research tools to gather information to tailor your capability statement

and other marketing materials to showcase your core competencies, past performance and to distinguish your business from your competition. Your PTAC Counselor can help you develop a professional capability statement that effectively highlights your business.

HOW

If you are still interested in doing business on the Hanford Site after completing your research, you must have a DUNS # and an active registration in the System for Award Management (SAM), both of which are free to obtain. Small businesses are encouraged to complete the optional “Small Business Certifications” section of SAM, which leads to the Dynamic Small Business Search (DSBS). DSBS allows you to express your core competencies by entering keywords and a brief description of your business. Often times this is used by Hanford procurement specialists, buyers, prime contractors seeking subcontractors, and businesses seeking teaming partners.

In addition to both SAM and the DSBS registrations, businesses should register in the following vendor portals to be eligible for an award. This is used by the prime contractors to locate qualified businesses for new subcontracting opportunities:

Hanford Vendor Registration

(<https://www5.hanford.gov/vendreg/>) – *This database is shared by Washington River Protection Solutions, CH2M Hill Plateau Remediation Company and Mission Support Alliance. There are currently no push notifications that alert you of new procurement opportunities that have been posted after you have completed vendor registration, so make sure to monitor their individual external procurement websites on a frequent basis.*

Bechtel Vendor Registration

(<https://www.Bechtel.com/supplier/>) – *required to bid on opportunities.*

PNNL Vendor Registration

(<https://ebs.pnnl.gov/>)

DOE requires an active SAM record to be able to propose on opportunities.

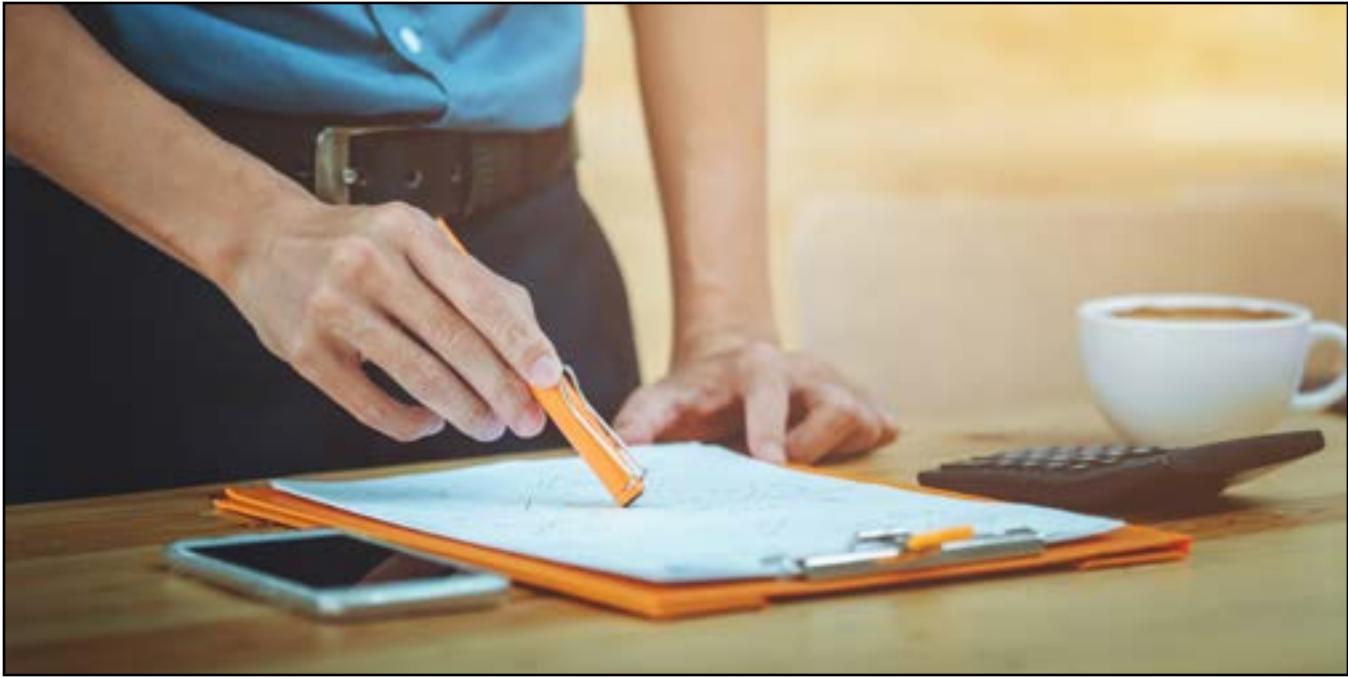
TIPS FOR SUCCESS

Each of the entities at the Hanford Site has a Small Business Program Manager (SBPM) who acts as an advocate for small business concerns throughout the procurement process. Make sure to introduce yourself and your company to these advocates via email and attach your capability statement as a PDF. Remember that each Hanford entity has a very specific scope of work, so make sure you familiarize yourself with each mission and the services and supplies they buy. You should already know which entity would be the best fit for your business model prior to reaching out to the Small Business Program Manager (SBPMs) and if you are not sure where your business would best benefit, a PTAC Counselor would be happy to help point you in the right direction.

Small business and other socio-economic goals at the Hanford Site are generally much higher than the federal government-wide small business goals – this means they are looking for qualified and diverse small businesses like YOU! Each entity has a different small business subcontracting goal so they are always looking to maximize small business use in all socio-economic categories.

You should plan to attend Bridging Partnerships Small Business Symposium at the Three Rivers Convention Center in Kennewick, WA on May 15-16, 2019 if you are interested in learning more about how to do business with DOE, the Hanford prime contractors, and PNNL. This event brings together years of Hanford knowledge and speakers who are familiar with each entities’ scope of work. This two-day event features a Hanford Site bus tour, educational breakout sessions, a trade-show and networking opportunities. For more information visit www.bridgingpartnerships.com and register today as space is filling up quickly.

For additional information help with learning how to do businesses with DOE and the Hanford Prime Contractors, please contact your local PTAC counselor or visit www.washingtonptac.org.



Secrets to Writing a Winning Proposal

By Brent Paris, Founder and CEO, BID Designs

Proposal writing is a daunting challenge for many companies. Each time it comes up, a myriad of thoughts and challenges follow, including:

- We don't have anyone who can write a good proposal.
- We're not exactly sure how to address all the requirements.
- We don't know if we can win. Is it worth the time and money?
- We don't have the right people available.

The truth is, to be an effective Government Contractor, you need to have answers to these questions before your RFP drops. Every winning Government Contractor experiences these same challenges and concerns when it comes time to make a bid decision. However, we can't deny this truth: If you don't bid, you don't win.

In this article, we'll examine the first challenge – writing a winning proposal and what that means, exactly. You may discover that you can do a better job than you thought.

Many companies make the mistake of simply hiring proposal writers. It really is one of the worst expenditures you can make, if that's all you're doing. This is true for companies of all sizes – from one-person start-ups to large businesses.

A winning proposal starts with one thing and is awarded on this one thing: You must have a clearly defined solution that the Government wants to buy, score better in evaluations than your competitors, and introduce the least risk to the Government. When you start writing without these main components defined and in place, you are going to have an uphill battle every time. As a company, you already have expertise regarding the business products and services you provide. If you don't, you'll want to get this in place for every opportunity you bid. Defining your solution in context of what you're offering and how you'll rank against your competitors is the first major step in developing a winning proposal.

Your solution must show that you understand what the customer needs. You must always bounce this against the evaluation criteria in the RFP and come up with the exact solution that

will give you the highest scores. And here is the secret: You only start writing after you have done this. Be sure your solution processes are in place and understood by the key stakeholders of your organization. The real strategists should engage in this first solution development exercise. This can be accomplished in several different ways, but the point is to do it. Consider a capture workshop, strategy meeting, or even a virtual idea board for solution development and incorporate this practice into your business processes.

Next, you need a compliance matrix and outline that list all the requirements against the evaluation criteria. Then, finally, you start writing your proposal. If you hire a writer without a defined solution, you'll regret it sooner than later. Very few proposal writers can quickly devise an entire winning solution alone and write it (and they should not take your money to do so). A proposal writer should be used to translate your solution into a reader-friendly, or evaluator-friendly, narrative. Here is another secret: You don't have to be an experienced proposal writer to do this.

In addition to developing your written technical content, your company should devise a complete proposal infrastructure to handle the myriad of compliance and production tasks required for each effort, keeping in mind that all your production requirements are also compliance-based (graphics, fonts, margins, tables, etc.). This will serve as your ongoing infrastructure regardless of the proposal you're bidding. Companies should devise a specific solution according to the RFP and design each proposal accordingly.

Taking the time to develop your solution, create a compliance matrix, and implement a proposal infrastructure will streamline your proposal writing process and enable your company to bid on more proposals, increasing your potential win rate.

For assistance with implementing this type of solution, consider contacting BID Designs.

The image features the WAVE DESIGN GROUP logo on the left, consisting of a stylized white wave icon on a blue and green background. To the right of the logo is a collage of architectural images. At the top, there are four smaller images: a modern building with a flag, a house nestled in trees, a modern building with a red roof, and a modern building with a curved facade. Below these is a large horizontal banner with the text "ARCHITECTURE • ENGINEERING • INTERIOR DESIGN" in white. Underneath the banner are three larger images: a close-up of a modern building's exterior with a curved glass facade, a colorful building with large letters spelling "CENTURY", and a modern apartment complex with a unique curved tower. At the bottom right is the company's logo with the text "WAVE DESIGN GROUP" and the phone number "(509) 737-1000" and website "wavedesigngroupllc.com".

Congratulations On Your Retirement, FedBizOpps!

By Washington Procurement Technical Assistance Center



Big changes are looming on the horizon for federal government buyers and sellers. The Federal Business Opportunity website, known as FedBizOpps or FBO, is set to retire soon. We realize that for some busy businesses, moving away from FBO is not cause for a celebratory toast due to the anxiety that change can invoke. So, while you might not feel like popping the champagne there are some things you should know.

This is the next phase in the modernization of federal systems that is combining 10 different systems in to 1. The phase includes the decommissioning for WDOL (Wage Determination Online), FBO (Federal Business Opportunities), SAM (System for Award Management) and FPDS (Federal Procurement Data Systems). Here are the top three things to remember.

1. With few exceptions, participating in the federal marketplace is FREE. Do not be tempted by the for-profit companies that are selling you something you could get totally for free. Or worse, the scammers who are selling a fictional path to success. Registering for government contracts is FREE. Finding out what the government is buying is FREE.
2. Get to know beta.sam.gov. The 10 systems are slowing merging into this site. When the legacy system is retired, beta.sam.gov will become SAM.gov.
3. When it's time to switch over to beta.sam.gov, General Services Administration (GSA) will let you know. At that time you'll need to create a new account and migrate your existing roles.

What if you get stuck? The Federal Service Desk is the official help desk for all GSA Systems, including the future FBO.gov. Also, your PTAC office is here for you. Your local procurement assistance counselor receives training, updates and critical information on these systems so that we can help you navigate them. And most importantly, once PTAC understands your government contracting goals, we can help cut through the noise and focus on what's critical to your success.



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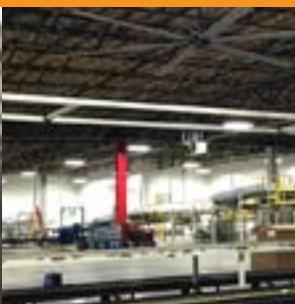
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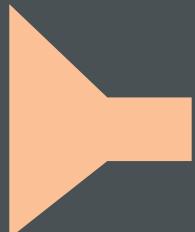


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Top Tips for Winning a Government Contract

By Washington Procurement Technical Assistance Center (PTAC) team

What do the 1,598 businesses that utilized the Procurement Technical Assistance Center (PTAC) services last year know that you don't? Those firms likely have a better understanding of who their government customers could be and how to win that work. They also know that PTAC's one-on-one advising services have been proven to be effective in increasing a firm's ability to succeed in the marketplace. And lastly, they know the PTAC services are offered at no cost.

To further their mission to increase government contracts to businesses in the region, the PTAC team has assembled their top tips. They hope to work with you one-on-one in the next year. To find a counselor near you and set an appointment, visit www.washingtonptac.org.



"New to the government contracting world? Consider pursuing subcontracts before bidding as a prime contractor. Subcontracting provides lower risk exposure to the government contracting process and helps build your company's past performance, which many government agencies consider when awarding prime contracts. You can find prime contractors in your industry and region

that you can market your business to on USA Spending, the Dynamic Small Business Search, and other great, FREE resources." ~ Ryan Rodin, PTAC Counselor, Greater Spokane Inc.



"Keep a record of where your company is registered and the information on your profiles. Use this to ensure a consistent message: i.e. same language, industry codes and keywords in all your profiles and marketing". ~ Marnie Tyson, PTAC Counselor, Green River College



"When you say you want to sell to the Navy, know which Navy matches what you sell! Construction – NAVFAC. Goods – NAVSUP and DLA. Services and Tech – most likely NAVSEA. It is not one size fits all!" ~ Kathy Cocus, PTAC Counselor, Kitsap Economic Development Alliance



"Connect with your local PTAC counselor to create a marketing strategy to sell to government agencies. Keep in mind, the government agencies you want to sell to likely already buy what you are selling

from someone else. Your job is to present the benefits of doing business with your company.”
~ Lisa Lagerstrom, PTAC Counselor, Economic Alliance Snohomish County



“Selling to the government is free! There are many FREE resources available to help you navigate the processes so do not get tangled up in paying for help you do not need!” ~ Kate Hoy, PTAC Counselor, Thurston Economic Development Council



“Before a contract opportunity comes along that you wish to bid on, **familiarize yourself with the rules of the marketplace and how that will impact your cost of doing business.** Working for the Federal Government is very different than working for a private sector. Government

contracts tend to have longer lead times and stricter requirements.” ~ Jessica Kirk, PTAC Counselor, Greater Spokane Inc.



“Don’t get too caught up in collecting certifications unless you know why. There are over 20 small/diverse business certifications in western Washington. Before you apply to a single one, identify your target customers and understand if/why they care and what competitive advantage it will provide.” ~ Tiffany Scroggs, Program Director, Washington PTAC



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Avoid the Pitfalls of Notice Requirements Before Signing the Contract

By Masaki Yamada, Ahlers, Cressman & Sleight PLLC

The majority of construction contracts contain a notice provision detailing how and when the contractor must give notice of a claim or change. Increasingly common in these notice provisions is also a “forfeiture clause,” which states that if a contractor fails to strictly comply with the notice requirements, the contractor waives or forfeits its ability to recover the costs associated with the change or claim. For instance, a common notice provision requires a contractor to provide immediate oral notice of the event, followed by written notice within seven days of the event, identifying in detail the basis for the claim. Then, within 30 days of the event, the contractor must provide a written breakdown of all the elements and sub-elements of the claim, including the total increase in the contract amount or contract time being sought. The contractor’s failure to strictly comply results in a forfeiture or waiver of its claim (irrespective of the claim’s merit). These notice clauses serve a number of purposes, but the general rationale is that providing prompt and timely notice allows the owner to be involved in the claim and change process (i.e., remediation efforts) from the very beginning rather than to be informed after the additional costs/delays are incurred.

Although, the notice provision seems like yet another contract provision that contractors can ultimately overcome by performing its work, the landmark case of *Mike M. Johnson*, 150 Wn.2d 375, 400, 78 P.3d 161 (2003) (“MMJ”) drastically changed the landscape of written notice in Washington construction contracts. MMJ likely made Washington State the strictest in the nation when it comes to written notice requirements in construction contracts. Under MMJ, the

Washington State Supreme Court held that the notice requirements and claim forfeiture provision are strictly enforced, regardless of whether the claim has merit. In MMJ, Johnson encountered buried phone lines, which disrupted its work until the utility conflict was resolved. The contract contained a detailed written notice provision, which included a forfeiture clause. Although the Court found that Johnson did submit several letters claiming it was owed additional compensation, Johnson did not submit a formal “claim” as required in the contract. Ultimately, the Court upheld dismissal of the case on a summary judgment motion. The Court noted that as a general principal of contract law, procedural contractual requirements must be enforced absent either waiver by the benefiting party or an agreement between the parties to modify the contract. The Court rejected the contractor’s argument that, when an owner has actual notice of a contractor’s claim, the contractor is excused from compliance with mandatory contractual claim provisions. Rather, the Court held that, unless the party benefiting from the provision waives compliance, actual notice is not an exception to contract compliance.

While the MMJ holding may seem to make sense on its face (the parties must comply with the terms of their contract), the dynamic and schedule-driven nature of construction projects often makes these notice requirements anything but straightforward. Contractors regularly find themselves in situations where 1) the parties dispute whether an “event” triggering the notice requirements has even occurred, 2) the number and magnitude of the changes on a project make it administratively impossible to meet

the notice time requirements, or, most commonly, 3) the owner has yet to provide the contractor with the information necessary to meet the requirements in the first place. In many instances, strict enforcement of the claim notice provisions is inequitable. The owner is in the best position to control the risk of a change (particularly a design change), yet it is the contractor who is saddled with the burden of fully assessing the time and cost impact of the change, and if it fails to do so, it forfeits an otherwise valid equitable adjustment to its contract. The dissent in MMJ foresaw this dilemma. While the dissent in MMJ agreed that actual notice is not an exception to contract compliance, it was reluctant to decide in favor of the county when the county had actual notice plus gave Johnson direction to proceed. The dissent believed this amounted to compliance with the contract by the contractor. Confirming the dissent's fear, today the first step in analyzing a construction claim has moved from the merits of the claim to the threshold issue of whether the contractor strictly complied with the often intricate notice provision. MMJ illustrates why so many states and entities have chosen to adopt the prejudice standard. However, the complexities of a prejudice standard are not the topic of this article. Rather, this article is a reminder as to why giving proper and timely notice is the key to preserving claims and why provisions in the contract that involve notice deserve a closer look, not during the project, but before entering into the contract. The following are practical tips during contract negotiations to help avoid dealing with notice issues after it is too late.

Strike Forfeiture Language. While it is not unreasonable for the general contractor to require early notice and an opportunity to address potential change orders and claims with reliable information, it is not reasonable to strip a subcontractor of an otherwise valid claim for extra time or compensation simply because the subcontractor has not strictly complied with the often complex, overly technical, overlapping, and sometimes conflicting provisions governing written notices and claim documentation. To avoid this result, a subcontractor should search for and strike terms such as "strict compliance," "condition precedent," "waive," and "forfeit," and consider adding a provision such as the following:

Notwithstanding anything to the contrary, a party's failure to provide any notice strictly in the time and form required shall not result in a waiver of an otherwise valid right or claim

unless, and only to the extent that, the party entitled to receive such notice demonstrates actual harm resulting from such failure.

Require Executed Change Orders for Extra Work. A strict pre-work Change Order requirement protects the general and owner against claims for extras after the work is completed. It also protects the subcontractor from being directed to perform extra work without prior agreement on the cost and time adjustments. However, it can also be a trap where the subcontractor performs time-sensitive extra work in good faith based on clear direction, but the contractor later denies the requested Change Order. As a subcontractor, this means it is important for you to be firm in requiring signed Change Orders before you perform any extras. If you cannot agree on your entitlement or cost, demand a formal Change Directive.

Include a Clear "Change Directives" Procedure. A good "Change Directive" process will require a written Change Directive when Change Order terms cannot be agreed, specify how interim compensation will be determined, and dovetail with the Claims provision. Again the key for you as a subcontractor is to demand that the general follow its own procedures and issue a formal directive before you commence any extra work.

Remove Advance Change Order Limitations. Does a signed Change Order automatically waive all related rights and claims? What about cumulative impacts, which might only arise or are only identifiable when change orders become excessive? Is there any limitation on the time or money you may receive for certain types of changes? As a subcontractor, you should any such advanced limitations in the subcontract documents where possible, and instead address specific issues in the individual Change Orders to be issued during the work.

The aforementioned changes to your subcontract should help ease your attempts to comply with your subcontract's notice requirements.

Masaki Yamada is an attorney at Ahlers, Cressman & Sleight PLLC specializing in construction law and litigation, insurance coverage, construction site injuries, commercial real estate and more. Contact him at myamada@ac-lawyers.com or 206-529-3015 and sign up for their construction blog at www.ac-lawyers.com/news



It Takes One Bad Apple...

By Washington Procurement Technical Assistance Center

The old saying that it takes one bad apple to spoil the bushel rings true in the government marketplace too. Recently it seems there have been a slew of convictions related to falsely claiming Service Disabled Veteran Owned Small Business status, Defense contractors billing luxury cars to the government, and fake government registration systems conning small businesses. There are also a lot more suspensions and debarments than there should be. All these stories and experiences make government contracting officers and prime contractors weary of doing business with someone new. After all, buyers dealing with tax payer monies are likely your most risk-adverse customer. How do they know you're not falsely claiming your size or socio-economic status? How do they know you have the capability to perform? Here are a few things you can do to set yourself apart and demonstrate to the government you're one of the good apples.

Look legit online. Communicating that you're an expert in your field and your business is

sophisticated enough for government contracting involves making sure all your online profiles are complete and match one another. For example, your SBA Dynamic Small Business Search (DSBS) profile should include up-to-date references, capabilities statement, and keywords reflecting what you do. Your SAM.gov shouldn't include every NAICS code under the sun. This communicates you are a jack of all trades and a master of none. And while you're at it, if you are certified with Washington's Office of Minority & Women's Business Enterprise or registered in the City of Seattle's Online Business Directory or King County's Small Contractor Supplier systems, make sure your profile is up to date and accurate.

The information on the above mentioned systems should be on your website and on your capabilities statement too. Your key personnel should have an updated LinkedIn profile in case a buyer gets to googling. Lastly, if you're using Gmail or Hotmail for email communication, consider a customized email address for your business.

Prepare a 30 second elevator pitch. Never start your self-introduction with "Hi. I'm a Woman Owned Small Business." Instead, start with what you do best and how you solve your potential customer's problem. Then if you'd like, mention your socio-economic status as an "oh- by the way, I can help you meet your goals because our firm is women owned."

Start with what you do best and how you solve your potential customer's problem.

Evaluate your proposal responses. Go back and look at some of your proposal responses through the eyes of a skeptic buyer who doesn't know you. Are you using plain language to describe your service or product? Is the language in the proposal abstract and filled with jargon that might not resonate with the reader?

If the solicitation asks for past performance, make sure you cite references that are familiar with you as they will be checked. Only refer to past performance your current company did – do not use history from another business entity, even if it was your own. Most often, the contracting officer is interested in past performance of your current company only and will verify the projects you cite. Depending on the solicitation, you may be able to demonstrate other experience via resumes or key personnel descriptions.

The business name you are submitting the proposal under must match exactly the name you list in your on line government databases. Even if the contracting officer lets the name differences slide and you win the contract, you may have trouble getting paid.

Know the rules. The government marketplace is different from the commercial marketplace

in some important ways. First, misrepresenting your size status or socio-economic status on systems like SAM.gov can have pretty serious consequences. I know many businesses feel like they are a “socially disadvantaged business”, but there is an actual definition of that designation in the Code of Federal Regulations that you should read before checking the box. Also, to avoid looking like a bad apple, don’t invite your government contracting officer to your box seats at the Seahawks game. They aren’t allowed to accept gifts, ever.

Your Procurement Technical Assistance Center (PTAC) Counselor is here to assist you in succeeding in the government marketplace. To discuss your marketing strategy, contact your counselor today to schedule a no-cost advising session. www.washingtonptac.org.

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Sweeping Changes Come to SDVOSB, HUBZone Programs

By Matthew Moriarty, Senior Associate Attorney,
Koprince Law

If you're a federal contractor with a socio-economic designation, it's a good idea to keep your ear to the ground.

Last year saw sweeping changes to the federal government's service-disabled veteran owned small business ("SDVOSB") programs. This year may see sweeping changes to the historically underutilized business zone ("HUBZone") program.

The big change that is already on the books is to the SDVOSB programs. To a certain extent, the change made things simpler. All it did was make one set of rules for both the Department of Veteran Affairs ("VA") and the Small Business Administration ("SBA") SDVOSB programs. Now contractors seeking to comply with the requirements have one set of standards to meet.

Big picture, both SDVOSB programs have historically sought to ensure the same thing—that the company is owned and controlled by a service-disabled veteran. That control has to be hands-on and virtually limitless. But, prior to the consolidation, there were key differences in way these programs went about ensuring that participants met the standard.

The VA used to require the veteran to devote full-time attention to firm and be the highest paid employee. The SBA did not have those requirements, but it did require that there be no restrictions placed on the veteran's right to transfer ownership. And that means none at all.

Because of the two standards, a company could be eligible for one SDVOSB program and not the other. Exactly that occurred in a 2017 case at the Court of Federal Claims, during which the judge called the SBA's ownership restrictions "draconian and perverse."

Now that there is one set of rules, compliance is theoretically easier. But what do those rules entail? Well, they still require that the business be small in its primary North American Industry Classification Code, be unconditionally and directly owned (no holding companies) by one or more service disabled veterans, and that the management and daily business operations be controlled by veterans.

If that sounds familiar, it should. That's been the elevator pitch for these programs since the outset. While there is some nuance to the ownership issue—control is where the majority of the nuance, and therefore the most likelihood of a slip up, comes in.

In order to have the necessary amount of control, the veteran must control both the "long-term decision making" and the "day-to-day management and administration of business operations." The veteran must have the highest officer position in the company, and the managerial experience needed to run the company.

The new regulation requires the veteran to have the voting power to overcome any supermajority or unanimity voting requirements with the exception of five "extraordinary circumstances." In other words, there are five actions that minority owners can potentially block. They are adding a new equity stakeholder, dissolution of the company, sale of the company, merger of the company, and declaration of bankruptcy. That's it. Those are the "extraordinary circumstances."

The new regulation was also kind enough to provide a list of some specific actions for contractors to avoid that if they don't want a presumption that the veteran is not in control. For example, the VA's full-time devotion requirement is now a rebuttable presumption of lack of control if the veteran "is not able to work for the firm during the normal working hours"

and if the veteran “is not located within a reasonable commute to the firm’s headquarters and/or job-site locations.”

Other potential missteps include when another business has too much influence (e.g., allowing a former employer to be part of the ownership or management; comingling resources with another firm that does the same thing and is part of the ownership group; being too economically dependent on another business) or allowing a non-veteran employee or minority owner too much influence (e.g., paying someone more than the veteran, relying on a non-veteran for critical financial support or a license).

While “extraordinary circumstances” and “rebuttable presumptions” sound complicated—and they are—all-in-all, this consolidation simplifies things for SDVOSBs and provides a framework that they can stick to for both programs, which is a good thing.

Meanwhile, there could be more changes on the horizon. A bill currently in the House of Representatives would create an avenue for government-wide SDVOSB certification that would be overseen by the SBA. Perhaps the bill will or will not become law, but one way or another it seems likely that a government-wide certification is in the works. Now that there is one set of rules, it makes sense that there would be one decider on eligibility.

Speaking of proposed bills, the public comment period for the prosed rule that would overhaul the HUBZone program ended on February 14.

The HUBZone program, many know, has two basic requirements. The first is that the business be located in an area designated as historically underutilized, a HUBZone. The second, is that 35 percent of the business’s employees reside in a HUBZone.

While it sounds pretty simple, businesses have had difficulty navigating these requirements, especially the 35 percent employment requirement. As it currently stands, a HUBZone company must hit that mark on the date of proposal or bid submission and date of award. It also must “attempt to maintain” compliance during performance of the contract. But human beings are not so easy to tie down. Employees quit, or move, and suddenly through no fault of the business owner HUBZone status is lost.

This felt more acutely by small businesses. A two-person start-up can be HUBZone eligible if one of them

lives in a HUBZone. But if that person gets a better offer, leaves in a huff over a disagreement, or gets hit by a truck, that status is lost.

Therefore, the SBA has proposed an annual certification process. A HUBZone company would have to seek recertification annually, but that certification would be good for the year.

The rule would also clarify what steps HUBZone contractors must take to ensure they are meeting the “attempt to maintain” compliance requirement during performance. The rule would create a minimum 20 percent floor to which the contractor would have to stick to. While that would not help our two-person outfit from the example above, it does provide some wiggle room. If a contractor has five employees and two reside in a HUBZone, if one leaves, the contractor is still at 20 percent. That could give it the time needed to make a new hire.

The new rule also understands that sometimes the very fact of working for the HUBZone contractor can encourage people to move out of the HUBZone. Say you’ve been living in a poor neighborhood in an apartment, hoping to get a good job that would allow you to buy a house. A new business opens up right in your neighborhood and you get a job there. Either it pays well enough for you to get your own place, which may or may not be in a HUBZone, or the owner keeps your wages low, so that you’re trapped in that apartment for as long as it suits the company.

Doesn’t sound like the type of impact the HUBZone program wants, right? The new rule recognizes that the 35 percent requirement actually had a built-in disincentive. As such, if an employee lives in a HUBZone when the company goes through its annual certification and later moves, he or she will be grandfathered in as a HUBZone resident.

There’s more to the proposed rule than that, including a HUBZone-protest process, but unfortunately there’s not space here to get in to it all.

Besides, you women-owned small business and 8(a) contractors are no doubt asking “what about me?” Just wait, and keep your ear to the ground. You never know what might be coming.

Matthew Moriarty is a Senior Associate Attorney with Koprince Law. His legal practice focuses on federal government contract litigation and transactional work. Subscribe to Koprince Law’s blog at smallgovcon.com and contact Matthew at Matthew@Koprince.com.

What Did We Learn in the Recent Government Shut Down?

By Kate Hoy, Washington PTAC

In an ideal world once a contract is agreed upon and signed, the work is executed, invoiced and paid to the satisfaction of all parties.

But...what if something happens? Something like, say, a government shut down??

The 18-2019 government shutdown spawned over 10,000 stop work orders. Thousands more contracts were affected informally when the parties scrambled to figure out how to meet their obligations. To make matters more complicated, many contracting officers were furloughed leaving government contractors in limbo. And turning to the FAR didn't help as the behemoth acquisitions regulations bible does not address government shutdowns.

A government agency is typically a major client for a small business – a client you want to keep happy. But - as a small business owner - you cannot afford to get too far in the hole without knowing when or if you will be paid.

Being prepared for the next shut down means creating a *contingency plan*. This contingency plan will not only help in the unlikely event of another shutdown, but it will also provide you with a road map you can use to determine how you handle sudden changes for *any* large client you might have. When a major account freezes their contracts for any reason your ability to balance how you can satisfy your contractual obligations while not getting too far in the red could save your company as well as the relationship with the client.

On January 21, 2019, GovWin (govwin.com) featured an article by Deniece Peterson that laid out *Seven Things Contractors Should Know about the Federal Shut Down*. In part the article states:

Develop a plan for next time

Regardless of whether a shutdown lasts 10 days or 100 days, contractors should have a shutdown plan, because it's likely that 2018 will not be last year that this occurs. Contractors should treat



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like its shutdown plan like a real project with a project owner, and resources assigned to identify and document how schedules, costs, employee status would be affected. Contractors should:

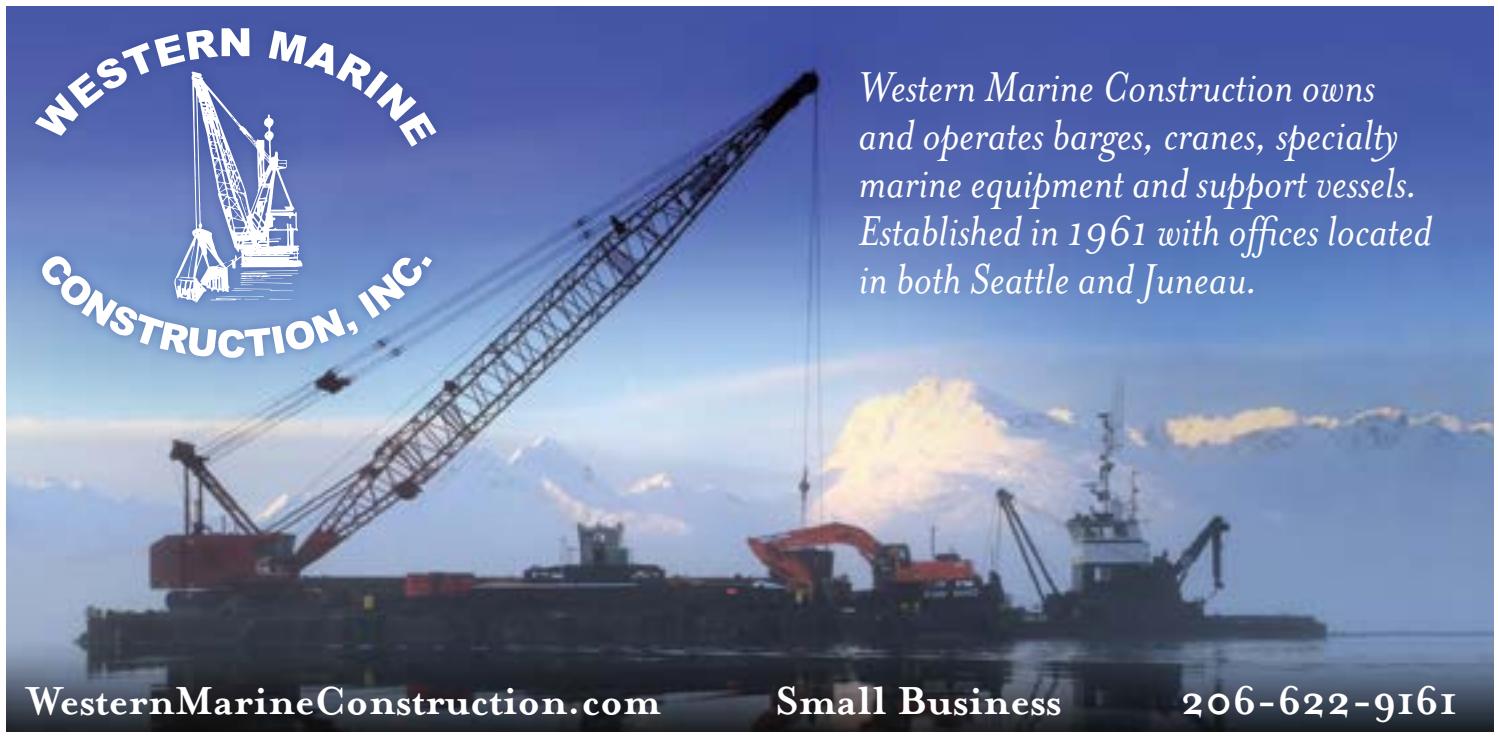
- Review contracts (funding, period and place of performance, statement of work, etc.)
- Classify contracts
 - Essential
 - Stop work order
 - Not essential but can be performed
 - No stop work order but can't be performed
- Separately document costs incurred specifically due to the shutdown
- Analyze the impact of:
 - Award delays
 - Task orders/Modifications being delayed
 - Options not being exercised
 - Work deadlines NOT being extended
- If your contracting officers have not been furloughed, talk to them NOW about the potential impact and solutions to mitigate impact once operations resume
- Identify possible reassessments for affected employees
- Develop contingency plans for subcontractors

- Collect outstanding receivables ASAP (if possible)
- Reevaluate/slim down your BD pipeline and Bid & Proposal (B&P) costs

For the full article visit : <https://iq.govwin.com/neo/marketAnalysis/view/2539?researchType-Id=1&researchMarket=PFMAP>

So... what did we learn in this recent government shut down? We learned that not even a prolific contract-creating entity such as the United States government is able to address every possible circumstance in every contract that they create. So when unforeseen events happen, being prepared as best you can then treating the other party involved in your contract with respect and professionalism will make your company stronger and your client relationships stronger than ever.

The best thing a small business can do is to understand their customer's plans and positions and develop internal strategies to mitigate the impact of a prolonged contract freeze.



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Acronym Guide

The government marketplace can be confusing enough without all the acronyms. This is a short list of acronyms you'll encounter as you navigate the government marketplace and this magazine.

| | |
|---------|--|
| 8a | 8a refers to the section in the Small Business Act where the 8a program is described, 8a is a 9 year business development program managed by the SBA |
| CVE | Center for Verification & Evaluation (VA Veteran Certification) |
| DBE | Disadvantage Business Enterprise |
| DES | Washington State Department of Enterprise Services |
| DLA | Defense Logistics Agency |
| DSBS | Dynamic Small Business Search, also known as SBA Profile |
| DUNS | Dun & Bradstreet maintain DUNS numbers, also known as Unique Entity Identifiers |
| EDWOSB | Economically Disadvantaged Woman Owned Small Business |
| FAR | Federal Acquisition Regulation. The rules of federal government procurement |
| FBO | Federal Business Opportunities, also known as FEDBIZOPPS |
| GSA | General Services Administration |
| HUBZone | Historically Underutilized Business Zone |
| IDIQ | Indefinite Delivery Indefinite Quantity. This is a kind of contract that provides an estimated ceiling dollar amount, although the dates of purchase and the quantity of service or product are not specified. |
| JBLM | Joint Base Lewis McChord |
| JOC | Job Order Contracting |
| MATOC | Multiple Award Task Order Contract |
| NAICS | North American Industry Classification System |
| NAVFAC | Naval Facilities Engineering Command |
| NAVSEA | Naval Sea Systems Command |
| NAVSUP | Naval Supply Systems Command |
| OMWBE | Office of Minority & Women's Business Enterprises |
| PTAC | Procurement Technical Assistance Center, the only acronym you really need to know |
| RFP | Request for Proposal |
| RFQ | Request for Quote |
| SAM | System for Award Management, www.sam.gov , registering in SAM is free |
| SB | Small Business - For federal, size is based on industry. See SBA Size Standards. |
| SBA | Small Business Administration |
| SDVOSB | Service Disabled Veteran Owned Small Business |
| VA | Veteran Affairs |
| VOSB | Veteran Owned Small Business |
| WOSB | Women Owned Small Business |

the only acronym you need to know





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- ▶ Trust that projects will be built as required
- ▶ Mutual appreciation for a job well done

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Event Guide

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Alliance Northwest is coordinated by the Thurston Economic Development Council, in partnership with Washington Procurement Technical Assistance Center (PTAC) and federal agencies to provide businesses opportunities to connect with government buyers and prime contractors.

Agenda

Wednesday March 6

4:00 – 6:00pm **Alliance Northwest Evening Reception at Showplex Event Center in Puyallup**

Thursday March 7

7:00 - 8:30am **Check In & Networking Breakfast** Dining Hall
Presentation of Colors, National Anthem

Welcome by Congressman Denny Heck, Thurston Economic Development Council and Washington Procurement Technical Assistance Center

8:30 – 11:30am **Exhibit Hall Opens** Exhibit Hall
Visit the 130 exhibitors and meet the who's who of federal, state, and local government contracting. Exchange business cards, capabilities statements, and cultivate new relationships.

8:30 – 9:20am **Veteran Business Opportunity Showcase & Buyer Panel** Dining Hall
Featuring Gary Condra, Washington State Dept of VA

Panelists: Marc Frederick, US VA; Thomas Ebenhoh, US VA; Erin Lopez Nielsen, Washington State Department of Enterprise Services, and Lelanie Rivera, Federal Aviation Administration

Veteran Owned Small Businesses will have an opportunity to hear from a panel of buyers on how to do business with their agency, upcoming contracting opportunities at the federal and state level, and what's new in certifications.

VETERANS TRACK

9:30 – 10:20am **Breakout Sessions 1** Heritage Room
Two is Better than One: Teaming for Success
Ron Perry, President National 8a Association & Teya Services, LLC

Teaming is about opening doors to opportunities you couldn't pursue alone. This session, led by an experienced government contractor, will cover when to team, who to team with, and how to do it. Open up doors to success and grow your business in the government marketplace by better understanding the steps for finding and vetting potential partners and the legal considerations involved.

Heritage Room

Small Business Regulatory Forecast: Adapting to Major Changes Founders Room
Adam Lasky, Attorney at Law, Oles Morrison Rinker & Baker LLP

This session provides a look ahead at key federal legislative and regulatory changes that have been proposed, and how these changes could shift the landscape for federal small business contractors and subcontractors. Proposed changes to be discussed are: the re-write of the HUBZone program rules; standards and procedures for WOSB certification; consolidation and cleanup of SBA's mentor-protégé regulations; FAR revisions and legislative proposals concerning small business subcontracting and limitations on subcontracting; expanded small business sole-source contract award authority and oversight; and the Section 809 Panel's proposal to eliminate small business set-asides for procurement.

VETERANS TRACK

9:30 – 10:20am **Breakout Sessions 1 (continued)**

HUBZone Program – Everything you need to know

Ryan Rodin, Washington Procurement Technical Assistance Center

The SBA's Historically Underutilized Business Zone program is perhaps the least used of the four main federal contracting set asides – many agencies and primes can't hit their 3% annual goal. Why? Because agencies can't find enough certified vendors! Take advantage of this opportunity by learning from PTAC what HUBZone certification is, if you qualify, and if you are already certified - how to best use it.

Pioneer Room

10:30 – 11:20am **Breakout Sessions 2**

Socio-Economic Programs: Navigating a Changing Landscape

Matthew Moriarty, Attorney at Law, Koprince Law, LLC

Last year brought a seismic shift in the regulatory landscape to one of the federal government's key socio-economic programs and this year appears poised to do the same. We'll talk about the merging of the SBA's and the VA's Service-Disabled Veteran-Owned Small Business programs, the proposed changes to the Historically Underutilized Business Zone Program, and touch on both the SBA's Women-Owned Small Business Program and the SBA's 8(a) Business Development program. It will conclude with a discussion of the SBA's All Small Mentor-Protégé Program and associated affiliation issues.

Pioneer Room

VETERANS TRACK

Construction Law: Top 10 Washington Contract Provisions

by Masaki Yamada, Attorney at Law, Ahlers, Cressman & Sleight PLLC

In this workshop Masaki James Yamada, a partner at a law firm that specializes in construction law, will inform you on what he believes are the top 10 contract provisions on public works projects, which includes provisions that will help ensure you are paid promptly, and other important issues you should know while working with Washington's government agencies.

Founders Room

Purchase Card Opportunities

Panelists include Joint Base Lewis McChord, US Veteran Affairs, Washington State, and Others (invited)

Department of Defense purchase card holders are able to direct buy without competition products and supplies valued at under \$10,000. For Washington State agencies that threshold goes up to \$13,000 if the winning vendor is small by state standards. Learn more about these small dollar purchases for supplies and non-construction services to help inform your marketing strategy in the future.

Heritage Room

11:45am **Networking Lunch & Keynote Speaker**

Jeremy Field, Regional Administrator, U.S. Small Business Administration Region X Office

Dining Hall

1:00 – 4:00pm **Exhibit Hall Continues**

Exhibit Hall

Agenda

1:30 – 2:20pm Breakout Sessions 3

The Compliant and Cost Effective Competitor: Winning the Contract

Brad Billik, Sr. Regional Sales Director, The Boon Group

Learn the ins and outs of the various federal entities that award contracts and the types of resources available to find bid opportunities. For this highly competitive market, we will discuss how alternative bid strategies are the difference between winning and losing a contract. We will walk through how allocating the health and welfare fringe dollars towards benefits can affect the bottom line and give you the competitive advantage. Additionally, learn how these solutions can keep your business compliant with the Service Contract and Davis Bacon Acts, and how these laws interface with the Affordable Care Act.

Founders Room

VETERANS TRACK

Cyber Security for Federal Contractors - Showing Your Papers

Michael Hamilton, Founder and CISO, CI Security

Pioneer Room

The objective of this workshop is to prepare government contractors to submit acceptable attestations of IT security controls, for the purpose of obtaining contracts where that attestation is required. All DOD contracts now require that the cyber security compliance clause is addressed. Attendees will learn why the federal government and several critical sectors are applying increased scrutiny to third parties: supply-chain, contractors and service providers, manufacturers and integrators. Security as a competitive differentiator and means for driving business with federal buyers will be discussed, along with methods for establishing an attestation of security controls that will satisfy government customers' requirements. Finally, the speaker will discuss methods for the application of compensating controls, which are different from those proscribed, yet acceptable.

2:00 – 4:00pm 1:1 Match Making Sessions

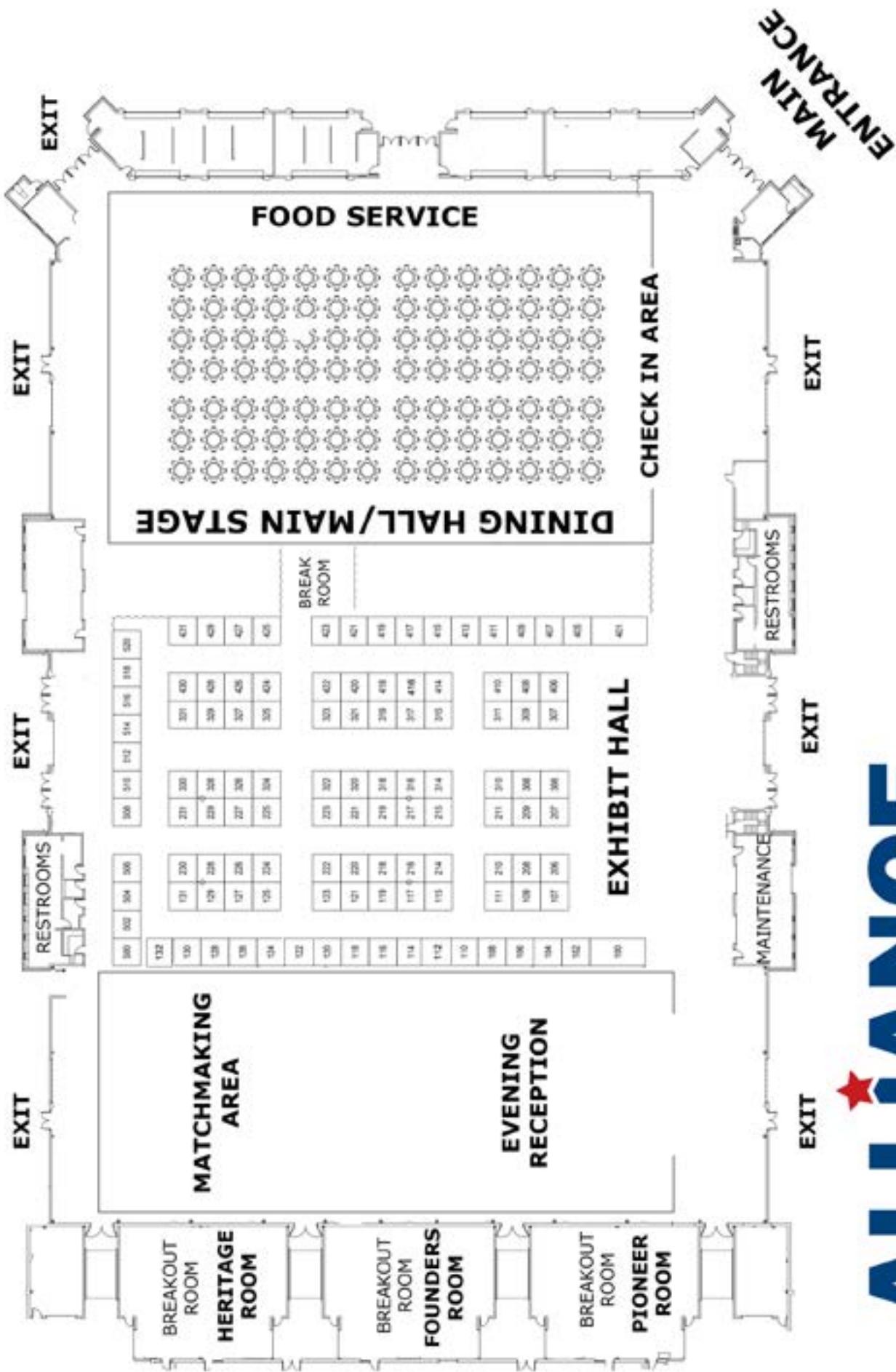
Pre-scheduled 8 minute meetings between businesses and agencies/primes.

Match Making Area

4:00pm Exhibit Hall Closes - Event Concludes

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Presenters & Speakers



Brad Billik

Brad Billik, Sr. Regional Sales Director has been with The Boon Group for 18 years, handling business development in the western United States. The Boon Group has been in the employee benefit business for over 35 years and specializes in all government contractors dealing with SCA, DBA and Prevailing Wage. Prior to working at The Boon Group, Brad did business development for a boutique investment banking firm that consulted to startup companies. Brad majored in business at the University of Southern California.



Gary Condra

Gary Condra is the Deputy Director of your Washington State Department of Veterans Affairs. Prior to joining Veterans Affairs, Gary spent 20 years in the United States Army Medical Service Corps and retired in 1998 as a Lieutenant Colonel. In the Army, Gary worked with a number of innovative programs in military healthcare including PRIMUS; the CHAMPUS Reform Initiative; Catchment Area Management; and the national TRICARE program. During his military career, he was the recipient of numerous awards and decorations to include the Legion of Merit, Order of Military Medical Merit and Meritorious Service Medals.

Gary holds a Masters degree in Health Care Administration from Baylor University and a Bachelors degree from the University of Tennessee. He is a life member of the Military Officers Association of America and a member of the American Legion. He is married to Rebecca and has two adult children Christopher and Sara.



Jeremy Field

Jeremy Field leads the economic development, small business initiatives and program operations for the U.S. Small Business Administration (SBA) Region X Office – also known as the SBA Pacific Northwest Region – which serves Alaska, Idaho, Oregon and Washington state.

Prior to joining the SBA in January 2018, Field spent nine years in Pocatello, Idaho as the regional director and state grant coordinator for U.S. Senator James E. Risch (R-Idaho), the chairman of the Senate Committee on Small Business and Entrepreneurship. The position allowed him to work with a congressional team, collaborate with local leaders on federal

issues and evaluate policy impacts on Idahoans. Prior to working for Senator Risch, Field was a staff assistant for former U.S. Senator Larry Craig (R-Idaho) on the U.S. Senate Special Committee on Aging in Washington, D.C.

An Idaho native, Field has a master's degree in public administration from Idaho State University, a juris doctor degree from University of Idaho, a bachelor's degree in political science from Brigham Young University and an associate's degree in mathematics and physical science from Brigham Young University-Idaho.



Michael Hamilton

Michael has 30 years of experience in information security, as a practitioner, consultant, executive and entrepreneur. As former Chief Information Security Officer for the City of Seattle, Michael managed information security policy, strategy, and operations for 30 government agencies. Prior, Michael was the Managing Consultant for VeriSign Global Security Consulting and in that role provided expertise for hundreds of organizations, from Fortune 100 to small private colleges, and in nearly every sector.

Michael is former Vice-Chair for the DHS State, Local, Tribal and Territorial Government Coordinating Council. His awards include Member of the Year with the Association of City and County Information Systems (ACCIS), and Collaboration Award from the Center for Digital Government. Michael recently served as a Policy Advisor for the State of Washington Office of the CIO.



Adam Lasky

Adam Lasky is a partner in the Seattle office of Oles Morrison Rinker & Baker LLP, where he helps clients across the nation navigate and win government contracts. With extensive experience litigating federal and state bid protests, Adam has a notable track record of success in multiple protests before the U.S. Court of Federal Claims, GAO and state/local agencies. These successes coupled with his attention to detail and problem-solving capabilities make him the ideal resource for organizations seeking comprehensive counsel on government contracts. Government contractors and subcontractors look to Adam for counsel on how to ensure compliance with the FAR and SBA regulations, and proactively administer a contract and minimize risks

that arise during contract performance. He has advised clients on a wide variety of federal, state and local procurements covering all kinds of industries.

A respected thought leader in the government contracts industry, Adam is a Co-Chair of the ABA Section of Public Contract Law Small Business & Other Socioeconomic Programs committee and a Vice-Chair of the Bid Protest committee.



Matthew Moriarty

Matthew P. Moriarty is a Senior Associate at Koprince Law LLC, where he exclusively practices federal government contracting law. Matt works with clients on litigation matters in various forums, including the Government Accountability Office, U.S. Small Business Administration, and the U.S. Court of Federal Claims, among others. Matt is well-versed in the entire federal contracting regulatory landscape.

Matt has been a speaker at numerous federal government contracting events and has been quoted in Law360.com, the Washington Business Journal, and the Capitol Forum. Matt is also a frequent contributor to the government contracting blog SmallGovCon.com.



Erin López Nielsen

Erin López Nielsen has over 20 years of experience managing small and diverse business programs and initiatives. As the Washington State Department of Enterprise Services Business Diversity Initiatives Manager, Ms. López leads the Business Diversity Advisory Group and works with the contracts and procurement division to support small and diverse business inclusion initiatives in procurements, policy, and training.

Prior to her position at the state she was the Disadvantaged Business Enterprise (DBE) compliance manager on a \$1.3 billion design-build project. She also implemented innovative programs like a truck rotation to help owner-operators access equitable work. She managed the statewide Procurement Technical Assistance Center and grew the value of contracts awarded to clients by 500%. She held business technical assistance positions directly providing services to over 1,000 small and diverse businesses. She also founded a non-profit organization and is a graduate of the University of Washington with a major in Business Administration and a minor in Dance.



Ron Perry

Ron Perry is President of the National 8(a) Association and President of Teya Services LLC, an 8(a) Certified Alaska Native Corporation. Mr. Perry speaks at American Express OPEN small business events across the USA on topic and trends effecting small businesses. Teya provides services in IT, Manufacturing, event planning, construction and management services. Teya is a subsidiary of Salamat of Native Association located in Kenai Alaska. In ten years Teya has went from one employee to over 500 with over \$400m in won contracts.



Ryan Rodin

Ryan Rodin is a Government Contracting Specialist with Washington PTAC at Greater Spokane Incorporated (GSI), where he assists companies looking to expand their business through government contracting. His previous experience includes time with GSI as a project manager, as well as development experience in the non-profit world and community outreach for the local legislators. Ryan graduated from Mt. Spokane High School and Whitworth University and enjoys being involved in his community through a variety of volunteer roles.



Masaki Yamada

Masaki ("Saki") James Yamada is a partner at Ahlers Cressman & Sleight PLLC. His practice focuses on preparing and negotiating construction contracts (public and private), resolving complex construction claims, defending and appealing L&I/WISHA violations, prosecuting and defending construction defect claims, and handling construction related insurance matters. Mr. Yamada's practice also includes commercial leases and communications law (i.e. cell towers). He regularly represents general contractors, subcontractors, developers, business and property owners, and design professionals. Mr. Yamada has successfully mediated numerous multi-million dollar construction claims and negotiated contracts for private and public projects in Washington State, Oregon and the City of Seattle. Mr. Yamada has represented his construction clients in a wide variety of venues and has extensive litigation and jury trial experience in state and federal courts, experience resolving disputes through private arbitration, experience before the Labor & Industries Board of Industrial Appeals, and experience in Washington's court of appeals.

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Masaki Yamada
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2062879900 | masaki.yamada@acslawyers.com

Small Business

From small business issues to multi-million dollar litigation, we actively represent our clients and aggressively protect their interests. Our mission is to provide the highest quality legal services, performed timely and at a reasonable price. In the construction industry, our firm represents general contractors, subcontractors, owners, design professionals, and suppliers involved in both public and private construction projects throughout the western United States and Alaska. We also represent our clients in commercial matters and litigation, real estate transactions and disputes, and business matters. www.acslawyers.com



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American Abatement and Demo

Mari Borrero

18855 SE Auburn Black Diamond

Auburn WA 98092

253-929-8730 | mari@americanabatementanddemo.com



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Americas New Deal 2018

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Opportunity Zone Fund Inc.

Steve McKenna

4606 100th Street East, Tacoma WA 98446

206-550-2811 | sbmckenna@gmail.com

Small Business | Veteran SB

Americas New Deal 2018 Opportunity Zone Fund Inc. (AND) is a 10 year qualified fund whereby corporations or individuals pay no federal taxes on capital gains Invested funds are for projects in low income communities to create new long term jobs which include vocational job training, wellness centers, renewable energy, affordable housing, expand an existing business, new buildings and equipment etc. For further information on how you can participate contact AND at 253-298-1133.

Anderson Environmental

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Contracting, LLC

Katrina Henderson

705 Colorado Street, Kelso WA 98626

360-577-9194 | bids@aecllc.net

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Army Corps of Engineers - Seattle District

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John Solomon

4735 E. Marginal Way S.,

Bldg. 1202, Seattle WA 98124

206-316-3990

john.s.solomon@usace.army.mil

Government Agency

Seattle District provides military and civil public works services as well as support for other agencies. We oversee



more than 10,000 acres of public land and water; civil works boundaries encompass 99,000 sq. miles – contain 4,700 miles of shoreline; and plays a key role in environmental protection and improvement—from protecting wetlands to ecological restoration, cleaning up hazardous and toxic waste pollution. Our military mission includes designing-building projects for the Army and Air Force. We also provides technical services to other armed forces upon request.

Army Corps of Engineers Portland District

Kevin Thomsen, 503-808-3733
kevin.s.thomsen@usace.army.mil.
Government Agency

AutoPlus Auto Parts

Lacey Sommer
1620 S 92nd Pl, Bldg D Suite K,
Seattle WA 98144
206-948-0673 | lsommer@autoplusap.com

Large Business

AutoPlus is a Washington State auto parts contract vendor. We serve fleets and garages of all sizes.

BergerABAM

Jana Roy
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206-431-2316 | jana.roy@abam.com

Large Business

DUNS 055500409 CAGE 8K718

BergerABAM is a multidisciplinary consulting firm specializing in civil and structural engineering, architecture, land use planning, environmental, public involvement, construction management and support, and underwater inspection services. Areas of expertise include land use planning for mixed-use, industrial, and institutional development; and engineering for buildings, transportation facilities, water resources and utilities, and waterfront and marine facilities.

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BMI Hospitality creates memorable and convenient experiences for all travelers, with unbeatable value. www.bmihospitality.com

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Business Impact NW

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1437 S Jackson Street
Seattle WA 98144
206-334-5254
domoniquej@businessimpactnw.org
Non-Profit

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Business Impact NW provides access to capital and business assistance to all traditionally underserved entrepreneurs and small business owners through the Pacific Northwest. The Veterans Business Outreach Center program at Business Impact NW is specifically dedicated to the success of entrepreneurs who are members of the U.S. military community including veterans, service-disabled veterans, reservists and Guard members, family members, and active-duty service members preparing to transition from military service to business ownership. www.businessimpactnw.org



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Small Business

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Center for Business & Innovation

Celia Nightingale
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360.754.6320 | office@thurstonedc.com

Non-Profit

We are committed to small business prosperity. We provide a variety of free and low-cost services and resources for entrepreneurs, business owners and managers to help them achieve greater success. Working with the CB&I accelerates reaching your goals by providing critical knowledge, management tools, solutions to problems and key connections. Take advantage of the CB&I's experience, whether to turn your business idea into a reality or to advance your existing business to the next level. Visit www.thurstonedc.com/CBI for more information including assistance for women, veterans, minorities, and all small businesses.



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CH2M HILL Plateau Remediation Company

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PO Box 1600, Richland WA 99352
509-376-6791 | brandis_j_wood@rl.gov

Large Business

CH2M HILL is committed to the communities we serve. Partnering with the U.S. Department of Energy and local businesses, we are protecting the Columbia River, cleaning the Central Plateau and shrinking the Hanford Site footprint. Our focus remains on safety, efficiencies, and being a good steward of taxpayer dollars for our customer, our workers, and our business partners. We are proud of the role we play in cleaning up the Hanford Site for future generations. www.plateauremediation.hanford.gov



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City of Bellevue

Amanda Lanier
450 110th Ave NE
Bellevue WA 98004
425-452-7252 | alanier@bellevuewa.gov

Government Agency

"Bellevue welcomes the world. Our Diversity is our strength." These simple statements, found in the City Council's Vision



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Priorities, help drive the Finance Department's outreach work in collaboration with the city's Diversity Advantage Initiative. Bellevue aims to boost participation in its contracts by Small Businesses, women-owned and minority-owned business enterprises (W/MBE), and Disadvantaged Business Enterprises (DBEs). The city is also encouraging contracted firms to be inclusive in employing and subcontracting. Visit www.bellevuewa.gov.

City of Seattle - Finance and Administrative Services

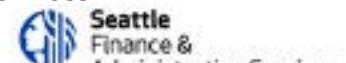
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Viviana Garza

700 5th Ave Ste 4112

Seattle WA 98104

206-684-5188 | viviana.garza@seattle.gov



Government Agency

The City is committed to socially-responsible procurement and promoting social equity through our contracts. We work to ensure open and fair procurements, competitive and fair pricing, environmentally-sustainable solutions, best labor practices, access to equal benefits and utilization of women- and minority-owned businesses, when applicable, in City bid decisions and contracts.

City of Seattle - Finance and Administrative Services

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Carmen Kucinski

700 5th Ave, Ste 4112

Seattle WA 98104

206-684-0166 | carmen.kucinski@seattle.gov



Government Agency

Visit the City purchasing and contracting Services website <http://www.seattle.gov/city-purchasing-and-contracting/> city-purchasing for information on the City WMBE program, bids and opportunities with the different departments such as Finance and Administrative Services, Seattle Department of Transportation, Seattle Public Utilities and Seattle City Light.

City of Tacoma

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Destiny Logan

Procurement & Payables

3628 S 35th St.

Tacoma WA 98402

253-441-4684 | dlogan@cityoftacoma.org



Government Agency

City of Tacoma Finance Department supports a thriving livable community through collaboration, transparency, and strong financial management. We contract for all services, supplies and public works projects in support of City operations, including Tacoma Public Utilities. The City utilizes the SAP Ariba Network, an eCommerce platform, for supplier registration, contract management and electronic bidding, POs and invoices. The Procurement and Payables Division invites suppliers to review our contracting opportunities at TacomaPurchasing.org or the Tacoma Daily Index publication. www.cityoftacoma.org

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Coast Guard

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Government Agency

USCG Base Seattle Contracting and Procurement Department Simplified Acquisition Procedures (SAP) office. We oversee Oregon and Washington USCG units with micro purchase procurement and contracting for supplies, service and construction over micro purchase up to the SAP threshold.



Color Graphics

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Large Business

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Contrack Watts, Inc. is a global construction company based in the United States. We were born through the merger of Contrack International, a long-standing international contractor working for various US Government agencies abroad, and Watts Constructors, a domestic builder with an impressive portfolio of successful, public and private, project deliveries. www.contrackwatts.com



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Defense Logistics Agency - Maritime Puget Sound

Andrea Hart
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360-476-0263 | andrea.hart@dla.mil

Government Agency

With a robust staff comprised of logistics professionals co-located between Bangor Subbase in Silverdale, Washington, and Puget Sound Naval Shipyard in Bremerton, Washington, DLA Maritime Puget Sound continues to uphold and exemplify the core values of the Defense Logistics Agency, providing first-class logistics support to its customers and the Warfighter. This support includes, but is not limited to, Contracting & Acquisitions, Material Support, Item



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Management, Material Project Support, Distribution, Receiving, and Administration. Together we maintain the vision set forth, and we are "Focused on the War-Fighter First"!

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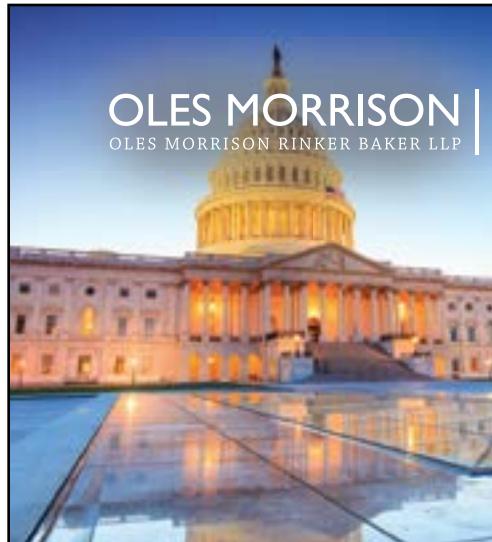
CeCe Aguda
1278 Canterbury Lane
Oak Harbor WA 98277

360-682-8222 | caguda@dockitconsulting.com
Small Business | Woman Owned SB | SBA 8(a) certified

DUNS 079783891 CAGE 7CS06

DockIt's services include NEPA document preparation, project management assistance, utility crossing and access permits, process mapping, and agency and tribal coordination. Clients include Federal Agencies, public and private utilities, and utility developers. DockIt is certified as a King County SCS, and is in the SBA 8(a) program. As a PE, our knowledge of site design and environmental limitations allows communication of a comprehensive site plan to agencies. DockIt works with clients to create an integration of their desires with sound environmental strategies. www.dockitconsulting.com





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DUNS 142792824 CAGE 3Q5P2

Doyon Government Group (DGG) is a family of companies with 8(a), small, and disadvantaged business set-aside certifications. DGG is a subsidiary of Doyon, Limited, an Alaskan Native Corporation. We offer a full range of general contracting services to federal, state and local government agencies. Projects have been performed throughout the U.S. and include: Admin Facilities, Aircraft Hangars, Laboratories, Medical Centers, and High Security Facilities. Currently DGG has MATOC contracts for: USACE at JBLM, NAVFAC Northwest, USCG Alaska, NPS Western Region. www.doyongovgrp.com

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Nancy Yee
1011 SW Klickitat Way, Suite 104
Seattle WA 98134
206-381-1128 | nancyy@ehsintl.com
Small Business | Minority Owned SB
DUNS 956977904 CAGE 3KVL5

EHS-International, Inc. (EHSI) specializes in environmental consulting, hazardous materials management, industrial hy-

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giene, indoor air quality, and construction management services. Serving EPA Region 10 and federal facilities nationwide our services include environmental assessments, remediation, hazardous materials surveys, abatement design, AHERA awareness training, job hazard analysis, worker exposure monitoring, health and safety plans (HASPS), and LEED IEQ credit certification testing. EHSI is a GSA Professional Services Schedule (PSS) Contractor. EHSI is a SDB/SBE/MBE/DBE/UDBE/SCS and a mentor in Spees-EHSI JV LLC, a SDVOSB mentor-protégé JV. www.ehsintl.com

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**EMTech, LLC**

Benjamin Booher
1133 Kresky Ave., Suite 106
Centralia, WA 98531
360-748-4891 | info@emtech.us
Small Business



DUNS 057458708 CAGE 7N9Y3

EMTech is a qualified small business that oversees and performs projects and facility maintenance contracts for state, federal, and prime contractors in the Pacific Northwest. Strengths include responsive, quality performance and dedication to awesome customer service. With a love for unique maintenance challenges, their expertise includes: structural building repairs, tenant improvements, federal cemetery renovations, water remediation, and more. Primes and contracting officials will find EMTech to be responsive and responsible. Learn more at www.emtech.us.

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Environamics, Inc.

Nick Vlahovich
13935 South Point Blvd.
Charlotte NC 28273
425-615-0533
nvlahovich@environamimcs-inc.com
Small Business

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DUNS 021396577 CAGE 1VDC0

Environamics is a manufacturer of demountable architectural walls for dynamic office environments. Founded in 1980, Environamics is your premier solution for Symbio and Slimline walls. Our demountable wall systems are used to divide spaces for private offices, conference rooms, project team spaces, focus rooms, and public spaces as well as many other applications and move efficiently and quickly as your needs change. Our customers are office environments, education, healthcare and industrial clients. Manufacturing takes place locally at our facility in Kent, Washington. www.environamics-inc.com



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253-896-1195
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Fairchild Air Force Base / 92 CONS

Michael Gilbert
110 W. Ent St., Fairchild AFB
Washington 99011
509-246-4880 | michael.gilbert.3@us.af.mil
Government Agency

The Contracting Squadron at Fairchild AFB, Washington is responsible for purchasing supplies, construction, and services necessary to support the mission of the 92d Air Refueling Wing. This program involves buying all supply items not available through depot channels and the purchase of services/construction necessary to sustain the base.

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Federal Aviation Administration

Lelanie Rivera
2200 S 216th St.
Des Moines WA 98198
206-231-3021 | Lelanie.Rivera@faa.gov
Government Agency

The Federal Aviation Administration's mission is to provide the safest, most efficient aerospace system in the world. To learn more about contracting opportunities with the FAA, visit faaco.faa.gov and sbo.faa.gov. Here, you'll find procurement forecasts, instructions on how to register to view opportunities and more.

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Federal Emergency Management Agency (FEMA)

Joe Webb
7009 161 St. Ct. E., Puyallup WA 98021
425-487-4769 | joe.webb@fema.dhs.gov
Government Agency

FEMA's mission is to support our citizens and first responders to ensure that as a Nation we work together to build, sustain and improve our capability to prepare for, protect against, respond to, recover from and mitigate all hazards. FEMA Region X is comprised of the states of Alaska, Idaho, Oregon and Washington as well as 271 Federally recognized Tribes. www.fema.gov

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FLIR Systems, Inc

Robin Tate
27700 SW Parkway Ave
Wilsonville OR 97070
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Large Business

DUNS 091296244 CAGE 64869

FLIR Systems, Inc Government and Defense Business unit designs and manufactures thermal imaging and radar surveillance systems and turn-key integrated sensor solutions

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General Services Administration

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253-651-4109 | kenyon.taylor@gsa.gov
Government Agency

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The Northwest/Arctic Region serves customers primarily located in Alaska, Idaho, Oregon, and Washington, helping them access workspace, telecommunications, information technology, vehicles, and thousands of other goods and services.

Geotab / Baus Systems, LLC

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206-932-9986 | sales@baus-systems.com
Small Business

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Golden Services, LLC

Vikki Kelly
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Small Business

DUNS 073567682

Golden Services is a full service moving company, specializing in household goods relocation, storage, commercial warehousing/distribution, logistics services and office and industrial moving in the Pacific Northwest. Golden Services maintains a GSA 48 schedule, providing pre-set contract rates, streamlining the ordering process for Federal Agencies and purchasing partners. Through our Port Service Division, we also provide port services, line haul services and logistics throughout the contiguous United States. Please stop by our booth during the event. We look forward to meeting you!! www.goldenservicesllc.com

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1525 East Marine View Drive

Everett, WA 98201

425-551-3100 | andrew.thompson@gcinc.com

Large Business

DUNS 006914642 CAGE 1X910

Granite Construction is a regional heavy civil construction company with a national presence. With over 500 employees throughout Washington State, we build relationships while constructing projects. Founded in 1922, the Puget Sound team is working with Sound Transit on the Northgate Station in Seattle and the Operational & Maintenance Facility East Design Build in Bellevue. Our relationship with the small business community is a key to our success. www.granite-construction.com

**301****GSO, a GLS Company**

Troy Ruffing

4000 Executive Parkway,

Suite 295, San Ramon CA 4583

714-423-4391 | truffing@gso.com

Large Business

DUNS 835136268

For over 20 years, GSO, a GLS company, has been offering customized delivery solutions for State, County, City, Universities, Schools, Prisons, Hospitals, and other public entities. With a regional carrier concept focused on each state, our customers enjoy cooperative approved rates for overnight, parcel, and hundred-weight services. Proactive

**516****BUILDING YOUR TRUST. TRUSTING OUR BUILD.**

Green Water Energy is an EDWOSB, Native Owned 8(a) Prime Contractor specializing in public works and Federal commercial and industrial projects.

We excel at providing mechanical, electrical and architectural upgrades for industrial, education, and commercial projects.

NAICS CODES: 236210 • 236220 • 237110
• 238210 • 238220 • 238290 • 332322 • 332323

greenh2oenergy.com

CONTACT: Annie del Rio, VP-Business Development
annie@greenh2oenergy.com / 509.254.5610

tracking, notifications for shipments, robust reporting to take control of department spending, and customized invoicing for chargebacks to users, are just a few reasons our customers prefer the use of GSO/GLS over the national carriers.

SILVER SPONSOR**Hensel Phelps**

Katie Rundquist

15375 SE 30th Place,

Suite 110, Bellevue WA 98007

425-646-2660 | krundquist@henselphelps.com

Large Business

DUNS 079170219

Hensel Phelps is a large prime contractor performing work primarily in the greater Seattle area. We are looking for trade partners who perform work in the Olympia, JBLM, Seattle, and Whidbey Island area. Partners who qualify as small/disadvantaged businesses both federally and through OMWBE/SCS are of particular interest.


HENSEL PHELPS
Plan. Build. Manage.
101**Indian Health Service**

Andrew Hart

701 5th Avenue, #1650

Seattle WA 98104

206-615-2453 | andrew.hart@ihs.gov

Government Agency

The IHS Division of Engineering Services (DES) contracts for a wide range of A/E and construction services in support of the IHS New Health Care Facilities Construction Program. DES supports Tribes and Area Offices with the following services: •A/E Services •Design and Construction Project Management and Contracting Support •Building Code Implementation/ Interpretation •Project Planning •Design Reviews •Construction Inspection •Facility Condition Surveys •Sustainable Design Consultation and Review (including LEED compliance) •General Technical Consultation regarding Planning, Design, and Construction •Leasing Support. Additional Info: <https://www.ihs.gov/des/>

**430****James G. Murphy Auctioneers**

Ray Gombiski

18226 68th Ave NE

PO BOX 82160

Kenmore WA 98028

425-486-1246 | ray@murphyauktion.com

Small Business

Founded in 1970 by James G. Murphy, the James G. Murphy Co. has built a solid reputation of success based on a commitment to service, a high standard of professionalism, and the belief that 90% of an auction takes place before the sale. With an average of 100 auctions conducted a year, the James G. Murphy Company has the advantage. www.murphyauktion.com

**518**

Sponsors, Exhibitors & Attendees

Joint Base Lewis McChord

Jennifer Mitchell
2015 N. 4th Street, Bldg 2015
Room 115, JBLM Washington 98351
253-966-9978
jennifer.a.mitchell38.civ@mail.mil

Government Agency

The MICC-JBLM contracting office provides effective and efficient contracting solutions to joint customers that produce the best value to the mission, service members and their families, and the installation community. MICC-JBLM provides support to Army and Air Force customers on the joint base as well as Army requirements at Yakima Training Center. Procurements include supplies, services, minor construction, utilities, and grant-cooperative agreement support. Office also provides contracting support for installation support services to other MICC offices in the 418th Contracting Support Brigade area of responsibility.



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BRONZE SPONSOR

Kiewit Infrastructure

West Co.

Dennis Ahl
33455 6th Avenue South
Federal Way, WA 98003
253-943-4070 | dennis.ahl@kiewit.com

Large Business

DUNS 144980075 CAGE 1D6M8

Kiewit is a large heavy construction contractor specializing in building bridges and marine facilities, light rail/transit projects; and large Infrastructure projects in the Pacific Northwest, along the West Coast, and throughout North America. We work as a prime contractor for several Federal agencies, State DOT's, Port Authorities and private clients, with projects ranging from \$ 250,000 to \$2.5 Billion. On both public and private projects, Kiewit looks to partner with small and disadvantaged subcontractors and suppliers. When we work together, your success is our success. www.kiewit.com



410

King County Architecture, Engineering & Construction

Cristal Moreno
401 5th Ave, Seattle WA 98104
206-477-7972
cristal.moreno@kingcounty.gov

Government Agency

Get a sneak peek at our list of Upcoming Capital Projects. This year we're expecting 80+ projects, worth over \$170 million. And be sure to ask our contract specialists about roster membership. (Roster projects are small, unadvertised contracts that only roster members may bid on.) Roster projects are a great fit for small firms. kingcounty.gov



122

King County Business Development & Contract Compliance

Laura Preftes
401 5th Avenue, 3rd Floor
Seattle WA 98104
206-477-9734 | laura.preftes@kingcounty.gov

Government Agency

The Business Development and Contract Compliance (BDCC) section of King County administers the Regional Small Contractors and Suppliers (SCS) Certification Program, which applies incentives to solicitations that give small businesses, including businesses owned by minority, women and disadvantaged groups, a competitive advantage in winning County contracts. SCS certification is also recognized by the Port of Seattle, Sound Transit and Seattle Colleges. BDCC administers the King County's Apprenticeship and Priority Hire Programs to help create a pathway to family wage jobs. kingcounty.gov.



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King County Goods & Services

Cristal Moreno
401 5th Ave., Seattle WA 98104
206-477-7972
cristal.moreno@kingcounty.gov

Government Agency

Talk to our buyers about how you can do business with King County. We solicit countywide contracts for goods & services. We're focused on economical solutions that reflect the values of our community. We encourage all King County agencies to "buy green" and work with certified small businesses. www.kingcounty.gov



120

Korsmo Construction

Rachael Pease
PO Box 1377, Tacoma WA 98401
253-582-6712 | rachaelp@korsmo.com

Large Business

www.korsmo.com



416

SILVER SPONSOR

Lacey Glass Inc

John Shaw
1210 Homann Dr SE
Lacey WA 98503
360-459-8411 | phil@laceyglass.com

Small Business

DUNS 911170245 CAGE 60540

Lacey Glass, Inc. is a family owned and operated company out of Lacey, Washington. Since 1980 we have offered more natural daylighting products than anyone else in the Northwest, with emphasis on new technology, best construction and green building practices. Lacey Glass has over 100 years combined experience to help with everything from designing innovative solutions to your daylighting needs, to expert installation from our team. From educational to industrial, skylights to curtain wall. We work within your budget to create lasting relationships and satisfied customers.



200

Mackenzie
Kim Doyle
500 Union Street, Suite 410
Seattle WA 98101
206-749-9993 | kdoyle@mcknze.com

Large Business
DUNS 604264395

Mackenzie is a firm deeply rooted in the values of its founder, engineer and West Point graduate Tom Mackenzie, and focused on delivering design excellence to its clients. Founded in 1960 in Portland, Oregon, as an engineering consultancy, Mackenzie has grown to be an integrated design firm, with services including architecture; interior design; structural, civil, and traffic engineering; land use and transportation planning; landscape architecture; and economic planning and analysis.

BRONZE SPONSOR

Manson Construction

Melinda Martirosian
5209 E. Marginal Way S,
Seattle WA 98134
206-764-8557 | MMartirosian@mansonconstruction.com

Large Business

DUNS 007942824 CAGE 0FCP9

Manson has been in the marine construction industry for over 100 years. We have built piers, docks, wharves, bridges, outfalls, dredge and performed heavy lift operations. Manson has the reputation for getting a project completed in a safe, economical and efficient manner with experienced and capable personnel and utilizing small business.



MBDA-Tacoma Business Center

Linda Womack
747 Market Street, Room 808
Tacoma WA 98402
253-591-5239 | mbda@cityoftacoma.org

Government Agency

The U.S. Department of Commerce Minority Business Development Agency (MBDA) is the only Federal Government agency solely dedicated to the support of minority businesses enterprise. MBDA-Tacoma Business Center is one of 40 centers nationwide providing technical assistance and strategic business consulting to established ethnic minority-owned businesses in the Puget Sound region. We assist with access to capital, contracts, and markets & exporting. To learn more about the services available through MBDA-Tacoma Business Center, and to apply, visit www.MBDA-Tacoma.com or call: (253) 591-5239.



MMCAP - Minnesota Multistate Contracting Alliance for Pharmacy

Kim Hankins
2336 Wilark Dr NW, Salem OR 97304
5039995013 | Kim.Hankins@state.mn.us

Government Agency

MMCAP is a government to government group purchasing organization that focuses on health care products and services. MMCAP serves all units of government (EMS, Police,



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MACKENZIE
DESIGN DRIVEN • CLIENT FOCUSED

*Public Health, Mental Health, Corrections, and Education/Student Health). Membership is FREE. MMCAP provides access to nationally negotiated governmental contracts. MMCAP offers the following profiles: *Pharmaceutical *Medical Supplies *Dental Supplies *Vaccines *Emergency Preparedness *Contraceptives *Return Goods *Prescription Filling. Visit us at <http://www.mmd.admin.state.mn.us/mmcap/>*

320



Mohawk Group

Matthew Holroyd
85 Columbia, Seattle WA 98104
253-244-2488
matthew_holroyd@mohawkind.com

Large Business

The Mohawk Group is the world's largest flooring manufacturer. We manufacture both commercial carpet and resilient flooring in the United States, and have a robust GSA Schedule. www.mohawkflooring.com

BRONZE SPONSOR

MRSC Rosters

Taira Anderson
2601 Fourth Avenue, Suite 800
Seattle WA 98121
206-625-1300 | tanderson@mrsc.org

Non-Profit

MRSC Rosters is the only directory that connects businesses with over 500 public agencies in Washington State. Participating agencies contract with our business members for small public works projects, consulting opportunities, and goods and services. It's important for your business to sign up because the projects awarded through MRSC Rosters are not advertised! Sign up today at mrsrosters.org.

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National Association of Minority Contractors – Washington

Darling Nava
15715 Virginia Pt Rd
Poulsbo WA 98370
206-714-8955 | jan@keisergroup.com

Non-Profit

The National Association of Minority Contractors helps diverse businesses engaged in the construction industry build capacity and grow their businesses. We do this through outreach, business-to-business networking and training. We welcome new visitors to our Monthly Membership Meetings. For more information contact Jan Keiser, secretary, at jan@keisergroup.com.

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Naval Facilities Engineering Command Northwest (NAVFAC NW)

Jim Niles
1101 Tautog Circle, Silverdale WA 98315
360-315-5440 | james.niles@navy.mil

Government Agency

Our Mission: We strengthen Navy and Marine Corps combat readiness worldwide through facilities lifecycle support focused on the fleet, fighter, and family. We deliver sustainable, adaptable facilities; expeditionary capabilities; and contin-



Sponsors, Exhibitors & Attendees

gency response to the Navy Expeditionary Combat Enterprise, all other Warfare and Provider Enterprise, the Marine Corps, Unified Commanders, and DOD Agencies. Our innovation, responsiveness, and agility enable a forward deployed, rotational, and surge capable Navy.

Naval Undersea Warfare Center Division - Keyport

(NAVSEA)

David Walz

610 Dowell Street, Keyport WA 98383
360-315-6791 | david.e.walz@navy.mil

Government Agency

NUWC Keyport's mission is to provide advanced technical capabilities for test and evaluation, in-service engineering, maintenance and industrial base support, fleet material readiness, logistics support, contracting and acquisition support and obsolescence management for undersea warfare. Our mission is focused on developing and applying advanced technical capabilities to test, evaluate, field, and maintain undersea warfare systems and related defense assets.



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Navy Supply Systems Command (NAVSUP) Fleet Logistics Center

Puget Sound

Janet Baker

467 W St., CODE 004,
Bremerton Washington 98314
360-476-3325 | janet.m.baker@navy.mil

Government Agency

NAVSUP and Navy Supply Corps Team share one mission - to deliver sustained global logistics and quality of life support to the Navy and Joint Warfighter. The NAVSUP/Navy Supply Corps Team forms a vast network of professionals who deliver unparalleled products and services to customers in the fleet and across the world



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Nisqually Construction Services

Jon Kirk

12820 Yelm Highway SE, Suite H
Olympia WA 98513 | 253-225-7224
jkirk@nisquallyconstruction.com

Small Business | Minority Owned SB

Nisqually Construction Services is a Tribally owned Native American firm, Federally Certified, fully licensed and insured SBA 8(A) small disadvantaged General Contractor offering Construction and Construction Management services. We specialize in providing full-service planning, engineering, design and construction from conception to completion. We provide expertise in a wide range of Tribal, Civil, Environmental and Marine Construction projects utilizing Bid Build, Design Build, GC/CM and Multiple Award Contracting. Please give us a call 253-225-7224 or visit www.WHHNFS.com for more information



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BRONZE SPONSOR

North Wind Group

408



Rebecca VanLoon

1425 Higham St,
Idaho Falls ID 83402

907-782-8232 | Rebecca.VanLoon@northwindgrp.com

Small Business | HUBZone Certified | 8(a) Small Disadvantaged

North Wind Group is a small business leader in the environmental, engineering, construction, and technical consulting industries. Comprised of 11 subsidiary companies, North Wind is a combination of 8(a) companies and one HUBZone North Wind Group continued with over 30 offices nationwide. Our clients benefit from mature capabilities: \$100M+ bonding; EMR 0.71; Deltek CostPoint system; and QA Program compliance with ISO 9001 and ASME NQA-1. Our wide range of capabilities allow us to self-perform nearly all aspects of any given work scope, providing our customers with significant cost savings. www.northwindgrp.com

SILVER SPONSOR

Nova Group, Inc.

314

Mona Carlson

185 Devlin Road, Napa CA 94558
707-265-1147

mona.carlson@blueinkconsultants.com

Large Business

DUNS 066099219 CAGE 0B3X2

Nova Group, Inc. (Nova) has a 42-year history of successful federal government construction work at military installations throughout the US and worldwide. Nova has extensive specialized construction experience in all types of fuels system work, as well as major waterfront and stand-alone electrical projects. Nova is experienced in both design-build and design-build projects, and has worked in remote areas with constrained resources and austere conditions. Nova has completed construction and start-up of military fueling and waterfront projects valued at over \$2 Billion. www.novagrp.com



NV5/Dade Moeller



Ellen Wright

1835 Terminal Drive, Suite 200
Richland WA 99320

509-946-0410 | ellen.wright@nv5.com

Large Business

DUNS 009440074 CAGE ITA36

Dade Moeller, an NV5 company, is looking to partner with large and small Pacific NW businesses in the areas of environment, safety, and health (ESH) consulting, staffing, and training; radiation protection, material licenses, and audits; commissioning; and fire protection. NV5 specializes in engineering and technical consulting with 2000+ employees and 100 office locations nationwide, in five verticals: Infrastructure, Energy, Program Management, Environmental, and Construction QA (www.nv5.com). NV5/Dade Moeller brings a local Washington State presence, focusing on radiation protection and ESH. Visit www.nv5.com/dademoller.

SILVER SPONSOR

Oles Morrison Rinker & Baker LLP

303

Annette Tortorige
701 Pike Street Suite 1700
Seattle WA 98126
773-426-7240 | tortorige@oles.com



Large Business

We work with government contractors large and small across a wide variety of industries, including: construction, base operations, maintenance, defense, maritime, engineering, health care, aerospace, information technology, energy and communications. Our team is known for its ability to advise clients at all stages in the government contracting process while keeping business objectives in focus and controlling costs. www.oles.com

Out of the Box Manufacturing

Brian Trumbull
1600 SW 43rd Street, Suite 200
Renton WA 98057
253-214-744 | btrumbull@obmfg.com

Government Agency

DUNS 067745945 CAGE 7VBJ5

Out of the Box Manufacturing is an Electronic Service Provider specializing in Quick-Turn prototyping, Low to Medium-Volume production and Rework/Repair and upgrades of finished PCBAs. OBMFG supports the aerospace, defense, medical, commercial and industrial Industries. We offer full PCB assembly, box build, and end order fulfillment for turnkey or consigned orders. AS9100 Rev D : ISO13485 : ITAR Registered. www.obmfg.com



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Pacific Inter-Mountain Distribution, LLC

417

Erik Krippaehne
1001 S Main St, Suite 550
Kalispell MT 59901
406-407-5840 | erik@pac-imd.com



Small Business

DUNS 080240480 CAGE 7LN77

Pacific Inter-Mountain Distribution, LLC provides high performance polymers, activated carbon products, flowable/foamable concrete products, and pourable foam sealants to heavy industry throughout the Pacific Inter-Mountain West and Alaska; and, as such, works closely with leading national and international organizations in energy, mining, and transportation fields, among others, to develop and supply innovative solutions for their dust control, soil stabilization, environmental remediation (including highly contaminated/toxic sites), and reclamation needs. www.pac-imd.com

Pacific Northwest Defense Coalition

326

(PNDC)

Sarah Garrison
PO Box 92154 Portland, OR 97292
206-719-2421 | info@pndc.us



Non-Profit

PNDC is the association for Northwest defense and security industry businesses. PNDC focuses on strengthening our members' business growth, our region's economy, and our nation's security through training, one-on-one counseling, business-to-business networking, and advocacy. www.pndc.us

Pacific Northwest National Laboratory

309

Brianna Yi
902 Battelle Blvd., Richland WA 99352
509-371-7742 | brianna.yi@pnnl.gov



Government Agency

Pacific Northwest National Laboratory is a U. S. Department of Energy national research and development laboratory located in Richland, Washington. Our research efforts help prevent and counter acts of terrorism, increase U.S. energy capacity and reduce dependence on imported oil, and reduce the effects of energy generation and use on the environment. www.pnnl.gov

BRONZE SPONSOR

Pacific Tech Construction

404

Mark Backstrom
1302 Walnut Street, Kelso WA 98626

360-414-8084
markbackstrom@pacifictech.info
Small Business | Minority Owned SB
DUNS 928959907 CAGE 1LZ34



Pacific Tech Construction, Inc. was founded in 1995 in a small community in Southwest Washington and has grown to become one of the region's premier small-business contractors, with experience performing projects for a diverse range of federal, state and local government clients, fortune 500 companies, as well as commercial, manufacturing, processing, and other industrial clients. We are capable of performing all aspects of vertical and horizontal construction, construction management, design-bid-build, design-build, and limited design scopes throughout the continental United States, Puerto Rico, Alaska, Hawaii, and the Pacific Islands. www.pacifictech.info

Pacificmark Construction Corp.



Mark Matthews
16065 SE 98th Avenue
Clackamas OR 97015
503-208-3355

mark@pacificmarkconstruction.com
Small Business | Minority Owned SB | 8(a) Certified
DUNS 089711522 CAGE 67UC9

Pacificmark has been a Commercial Contracting firm for nearly 20 years. We have experience with diverse projects including Commercial, Manufacturing, Industrial, Public Works, Healthcare, Education and the Private Sector. We perform vertical construction, construction management and design-build work. Pacificmark provides clients with superior work as a minority-owned firm with the resources and capabilities to deliver challenging and large-scale projects.

BRONZE SPONSOR

Parker, Smith & Feek

305

Kevin Hurley
1705 Dock Street
Tacoma WA 98402
253-263-5285 | kdhurley@psfinc.com



Large Business

The core of Parker, Smith & Feek's development, since its founding in 1937, has been the construction industry client. Parker, Smith & Feek's Construction Practice Group employs

Sponsors, Exhibitors & Attendees

a complete team of insurance, bonding, safety, and claims specialists, each with many years of real world experience. They understand the dynamic relationship of owners, architects, general contractors and subcontractors, and they share their expertise and problem solving skills to help keep projects on schedule and on budget. www.psfinc.com

Pentz Cast Solutions

Robert Del Valle
14823 Main St NE
Duvall WA 98019
425-788-6490
robert.d@pentzcastsolutions.com
Small Business
DUNS 076910801 CAGE 1XEA6

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Pentz Cast Solutions is an aluminum foundry that specializes in premier precision sand castings for all industries. For over 45 years, Pentz has supported companies with complex geometry, thin wall, thick wall, low porosity, high surface finish aluminum sand castings. Services include CNC machining with 5th axis capabilities, permanent mold, as well as design and engineering services. Pentz has the flexibility to support tooling, prototyping, low-qty runs and high qty production. Industries we support are: defense, medical, electronics, aerospace, marine, railroad, automotive, semiconductor, food, sculpture.

PetroCard, Inc

Stephanie Heilman
730 Central Ave S.
Kent WA 98032-6109
253.867.3256 | sheilman@petrocard.com

205



Large Business

DUNS 154631865 CAGE 1WL19

With more than 30 years of experience, PetroCard is a recognized leader in fuel cards, mobile fueling and bulk fuel services. We operate over 60+ Pacific Pride & CFN stations throughout WA & OR. Our mobile fueling services operate in Spokane, Puget Sound and Portland regions and our bulk fuel covers WA, OR & ID. www.petrocard.com

Pierce County

Jana Prince
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Tacoma WA 98402
253-798-7456
Jana.prince@piercecountywa.gov
Government Agency

124



Pierce County is home to nearly 900,000 people making it the second largest county in Washington State. The County includes 10 hospitals, 15 public school districts, many private schools, and 9 colleges and universities. The County provides law enforcement, criminal detention, fire prevention, judicial Pierce County, continued administration, parks and recreation facilities, planning and zoning, road maintenance and construction, sewage disposal, tax assessments and collections, community development, and general administrative services. Pierce County procures approximately \$350M in goods, services, and public works projects each year through established procurement processes.

Pierce Transit

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Naomi Graham
3701 96th St. SW
Lakewood WA 98499-4431
253-581-8037 | ngraham@piercetransit.org

Government Agency

Pierce Transit has served the people of Pierce County for nearly 40 years, providing the community with bus, para-transit and vanpool services that help them access jobs, educational opportunities and other important destinations. The agency is a nationally-recognized leader in the transit industry, with the mission of improving people's quality of life by providing safe, reliable, innovative, and useful transportation services that are locally based and regionally connected. Pierce Transit is looking forward, providing innovative transportation solutions that help people reach their desired destinations. www.piercetransit.org

PODS for Business

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Matt Haase
22232 10th Ave. S.
Des Moines WA 98198
206-406-8146 | mhaase@pods.com

Large Business

DUNS 969958446 CAGE 3RGC9

PODS for Business offers portable storage options for any size of government agency or educational institution. From facilities management, capital construction, moves, emergency management storage and logistics, employee relocation, or inventory and supply storage, PODS has solutions to solve your toughest logistical problems. We understand your specific requirements and also offer special government and education rates. Stop by our booth at the Alliance Northwest and speak to our local, knowledgeable representatives and to learn more about our new heavy-duty, all-steel commercial container. www.pods.com/business

BRONZE SPONSOR

Port of Seattle - Diversity in Contracting

114



Mian Rice
2711 Alaskan Way
Seattle WA 98121
206-787-7951 | rice.m@portseattle.org
Government Agency

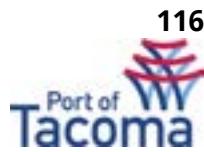
The Port of Seattle is a public agency that creates jobs by advancing trade and commerce, promoting industrial growth, and stimulating economic development. In addition to operating the SeaTac International Airport, we manage and maintain cruise, fishing and marina facilities and other commercial and industrial properties. The Port generates more than 200,000 jobs, over \$4.2 billion in direct earnings, \$894 million in state and local taxes, and an economic impact of more than \$22.5 billion in business revenue for the region. Learn more at www.portseattle.org.

Port of Tacoma

Sharon Rothwell
1 Sitcum Plaza, Tacoma WA 98421
253-592-6758
srothwell@portoftacoma.com

Government Agency

The Port of Tacoma is an economic engine for South Puget Sound. A major gateway to Asia and Alaska, the Port of Tacoma is among the largest container ports in North America. The Port is also a major center for bulk, breakbulk and project/heavy-lift cargoes, as well as automobiles and trucks. www.portoftacoma.com



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PLATINUM SPONSOR**PRINT NW LLC**

Alison Bailey
9914 32nd Ave S
Lakewood WA 98499
253-284-2300 | sales@printnw.net

Small Business

PRINT NW is a locally owned and operated full-service commercial printer. We pride ourselves in forming lasting partnerships with businesses of all sizes that need high-quality paper goods, signage, apparel, and promotional items. We are a creative team of innovators, and we can't wait to help your business solve problems with print!



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Procurement Technical Assistance Center 401

Tiffany Scroggs
4220 6th Ave SE, Lacey WA 98503
360-464-6043 | gsharp@thurstonedc.com

Non-Profit

Washington PTAC provides no-cost assistance to businesses seeking to sell to government agencies and prime contractors. Counselors are working across the state to maximize the number of Washington firms that are successful in the federal, state, and local government marketplaces. Contact us for assistance on finding opportunities, bidding on solicitations, understanding certifications and more. Clients can also take advantage of an electronic bid match service that searches government websites for opportunities and sends a daily email to subscribers. www.washingtonptac.org



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Puget Sound Naval Shipyard (PSNS) & Intermediate Maintenance Facility

Brenda Lancaster
1400 Farragut Ave., Bremerton WA 98383
360-476-1327 | C400_SB_Office.fct@navy.mil

Government Agency

NAICS 336611

*Mission: Maintain, modernize and retire our Navy's fleet
Vision: Deliver on time, every time, to preserve our national security. All requirements are posted on FedBizOpps.*

**Renewable Lubricants, Inc.**

Chet McBroom
476 Griggy Road, Hartville OH 44632
425-616-9061 | chet@renewablelube.com

Small Business | Woman Owned SB

Renewable Lubricants is the leading US manufacturer of EALS (Environmentally Acceptable Lubricants), being the first to commercialize here in the US, and offering the largest selection of EALS in the World, with 250 products. www.renewablelube.com



427

RJS Construction, Inc.

Megan Sevigny
1618 B Rudkin Road, Yakima WA 98901
509-452-0857 | megan@rjsconst.com

Small Business | Woman Owned SB | Minority Owned SB | Native American Owned 8(a) | SDB Certified

DUNS 623879905 CAGE 5L4J4



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RJS Construction is a full-service general contractor, celebrating our 29th year in business. Our Primary NAICS code is 236220, but we are a very diverse small business and have completed projects in 14 states under numerous NAICS codes. In addition to being Woman/Native owned SDB, EDWOSB we also hold seats on both Small Business and Full & Open MATOCs and IDIQs. www.rjsconst.com

Rocky Mountain Steel Foundations

Ian Romain
PO 2784, Kalispell MT 59903
406.756.7437 | ian@rockymtnsteel.com



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Small Business | HUBZone Certified

Rocky Mountain Steel Foundations is the Regional Distributor of AB Chance Helical Piers and Atlas Resistance products for Washington, Idaho, Montana, and Utah. Foundation Repair for existing structures and new construction when soil conditions require Deep Foundations. Specialties: Helical Pier, Helical Anchor, Tieback, Soil Screw, Micropile, Shoring, Underpinning, Resistance Pier, Foundation Repair, Deep Foundations

www.rockymtnsteel.com**BRONZE SPONSOR****RQ Construction LLC**

Jeff Holmes
3194 Lionshead Ave.
Carlsbad CA 92010
760-631-7707
jholmes@rqconstruction.com



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Large Business

DUNS 966254349

RQ Construction is a full service design-build general contractor specializing in projects for the department of defense, with a vision to continually improve quality, reduce cost, and decrease cycle time. www.rqconstruction.com

Sponsors, Exhibitors & Attendees

S&K Global Solutions

Jordan Chargualaf
219 Naval Ave.
Bremerton WA 98312
360.710.5408 | jchargualaf@skgs-llc.com
Small Business | Minority Owned SB | 8A

DUNS 603003646 CAGE 43CU2

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Seattle Tarp Co., Inc.

Christopher Perlatti
18449 Cascade Ave S.
Tukwila WA 98188
206-285-2819 | dennis@seattletarp.com

Small Business

DUNS 084610070 CAGE 5X011

Seattle Tarp Company provides containment solutions and covers to various industries including: construction, marine, aerospace, oil, gas, electric, nuclear and the United States Military. We are proud to offer quality products made by quality people. The nature of our business allows us to make highly customizable products to meet the customer's specific requirements. Some of our more standard offerings include: Secondary Containment Berms, Floating Secondary Containment Berms, Duck Ponds (containment for smaller equipment such as generators), Liners, Equipment Covers, Tarps. Visit us at www.seattletarp.com

Seitel Systems

Dan Mor
1200 Western Ave #100
Seattle WA 98101
206-832-2875 | ap@seitelsystems.com

Small Business | Minority Owned SB

Seitel Systems provides network, server, cloud and desktop services that include system design, implementation and support. IT support made simple, with reliable people, reliable systems and no games or hidden fees. www.seitelsystems.com

Sellen Construction

Angela Battle
227 Westlake Ave N
Seattle WA 98109
206-805-7032 | angelab@sellen.com

Large Business

Sellen Construction Company is one of the largest locally owned commercial construction firms in the region. On all of our projects – from high-rises and hospitals, to historic renovations and arts facilities – our partners value the innovation and close collaboration that we provide to the project teams. Our success is based on one simple philosophy: we view ourselves as a strategic partner and work with our design partners, subcontractors and other building partners to support the missions of our clients and help them accomplish their goals.

308



SignDog

Donnie Juntunen
14706 Meridian Ave E, Suite A
Puyallup, WA 98375
253-445-6424 | fireball@signdog.com

Small Business

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Simple Box Storage Containers

202

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360-200-5679 | ross@getsimplebox.com



Small Business

DUNS 066588947

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423



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Seattle WA 98109
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Joseph Smetak
620 SW Main Street, Suite 313
Portland OR 97032
503-326-6692 | joseph.smetak@sba.gov



U.S. Small Business
Administration

Government Agency

The SBA Portland district office is responsible for the delivery of the agency programs and services to 30 of the 36 counties in Oregon and Clark, Skamania, Cowlitz and Wahkiakum counties in Southwestern Washington. www.sba.gov

Small Business Administration – Seattle 325

Ana Singh
2401 4th Ave, Suite 450
Seattle WA 98121
206-553-7310 | infosdo@sba.gov



U.S. Small Business
Administration

Government Agency

The SBA helps Americans start, build and grow businesses. Through an extensive network of partnerships with public and private organizations, the Seattle district office delivers its services to people throughout Washington State and N. Idaho. Our network is here to assist small business owners in all areas of business ownership including access to capital, government contracting, surety bonds, and entrepreneurial development through education and counseling.
www.sba.gov

Small Business Administration**Surety Bond Guarantees**

Kevin Valdes
2401 4th Avenue, 450
Seattle WA 98121
206-553-7277 | kevin.valdes@sba.gov



U.S. Small Business
Administration

327

Government Agency

SBA's Surety Bond Guarantee Program helps small and emerging businesses that have knowledge and skills necessary for success, but lack the experience and financial strength to obtain bonds through regular commercial channels. SBA guarantees bid, payment and performance bonds issued by surety bond companies and reimburses the surety 80% or 90% of the loss if the small business defaults. This government guarantee allows sureties to write bonds for businesses who do not otherwise meet their minimum standards, providing small and underserved businesses with increased contracting opportunities.

Small Business Development Center

426

Jenefeness Tucker
13925 Interurban Ave S, Suite #100
Tukwila WA 98168
206-439-3785 | jenefeness.tucker@wsu.edu



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Non-Profit

The Washington SBDC has a staff of Certified Business Advisors located across the state, providing one-to-one confidential business advising, demand driven training and market research to both new and established small business owners at no cost. In 2018, we helped 2,400 businesses access more than \$73.5 million in capital. Our focus for 2019 is to assist entrepreneurs in gaining access to equity and/or debt financing. If you want to grow your business and you need assistance in doing so, please visit www.wsbdc.org for next steps.

Snap-On Industrial

428

Glenn Grossenbacher
3340 Trade St.
Deltona FL 32738
386-527-4101 | Glenn.T.Grossenbacher@snapon.com



INDUSTRIAL

Large Business**Sound Transit**

123

Jennifer Hoback
401 S Jackson Street, Seattle WA 98104
206-689-4914 | tim.callaghan@soundtransit.org



SOUNDTRANSIT

Sound Transit, officially the Central Puget Sound Regional Transit Authority, is a public transit agency serving the central Puget Sound Region of Washington state. It is planning and building the most ambitious transit expansion in the country. It operates light rail service (Link light rail) in Seattle and Tacoma, regional Sounder commuter rail, and Sound Transit Express bus service, as well as managing the regional ORCA fare card system. It works to ensure people can get to where they're going, safely and economically.

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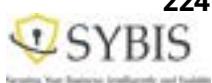
Large Business

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Sybis LLC

Jeremy Djajadi
9925 NE 134th Ct, Suite 100
Kirkland WA 98034
206-686-8463 | jeremy.djajadi@sybissolution.com



224

Small Business | Minority Owned SB

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Terracon

Mary Ann Carlson
21905 64th Ave. W., Suite 100
Mountlake Terrace WA 98042
425-771-3304 | MaryAnn.Carlson@Terracon.com



520

Large Business

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Established since 1965, Terracon is a 100% employee-owned and operated engineering and consultation firm with more than 270 employees based in our six Pacific Northwest offices. We specialize in geotechnical engineering, environmental consulting, industrial hygiene training and consulting, stormwater monitoring, construction materials testing, and organizational development services. What separates Terracon from others is our resources. As an employee-owned firm, we enhance the client experience by allocating our operational budget on staff development and industry-leading tools that increase the efficiency of our services. www.terracon.com

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210

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207

Large Business

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Time Equipment Company

Beverly Glassey
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Bellevue WA 98208
425-861-9599 | beverly@timeequipment.com



510

Small Business

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Turner Construction

Janelle Boyd
830 4th AVE S, Suite 300
Seattle WA 98134
206-719-1111 | j Boyd@tcco.com



208

Large Business

Turner Construction was built on principles that promote integrity, foster teamwork and encourage a commitment to all clients. At Turner Construction, we are committed

Turner Construction continued to expanding the opportunities available to small MWBEs, Veterans, and LGBTQ businesses. Our objective is to improve the economic viability of growing firms through outreach, education and direct partnerships. We strive to maximize inclusion on all projects, and our teams are dedicated to providing support and mentoring to ensure the delivery of a successful and quality project. <http://www.turnerconstruction.com>

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UW Tacoma Professional Development Center

Christopher Cellars
1900 Commerce St., Box 358443
Tacoma WA 98402
253-692-4672 | ccellars@uw.edu

Government Agency

DUNS 042803536 CAGE 1HEX8

The UW Tacoma Professional Development Center fosters a diverse, prosperous and connected community through access to professionally relevant courses and certificate programs for individuals, business and public organizations. Our center supports the University of Washington Tacoma's mission to catalyze the social and economic vitality of the South Puget Sound region. The Center's Contract Management certificate program has been serving regional professionals for the past 16 years. Course topics include Public and Private Contracting, Negotiation Skills, International Contracting and more. Learn more online at www.tacoma.uw.edu/pdc.



504

Veterans Affairs

Marc Frederick
1495 Wilmington Drive, Suite 360
DuPont WA 98327
253-888-4913 | marc.Frederick@va.gov

Government Agency

The VA Northwest Health Network, includes the states of Alaska, Washington, Oregon, most of the state of Idaho, and once county each in Montana and California. There are approximately 1.2 million Veterans living in the Pacific Northwest and Alaska, 18% of whom receive VA services. Our medical centers currently operate 1530 inpatient beds for acute medical/surgical, mental health, nursing home and rehabilitative care. Our Mission is to Honor America's Veterans by providing exceptional health care that improves their health and well-being.



105

Washington Patriot Construction LLC

Carole Vose
P.O. Box 339, Gig Harbor WA 98335
253-853-2304 | cvose@wapatriot.com



425

Large Business

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Washington Patriot Construction is a veteran-owned full-service construction firm with a passion for leading our projects and serving our clients by providing value-added preconstruction and construction services. Since our inception in 2009, WA Patriot has created a successful business foundation and established a diverse portfolio of projects for Federal, Private, and Public clients. www.wapatriot.com

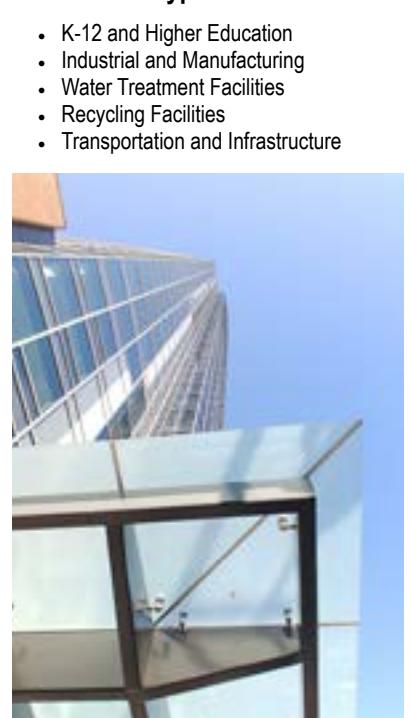


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Government Agency

On average, the Department of Enterprise Services oversees more than 1,500 vendors supplying an average of \$1 billion worth of annual contracted goods and services that state agencies and local governments can use. We annually manage nearly 400 public works projects worth \$290 million across the state and collaborate with a pool of over 300 communications, design, and print providers.

Enterprise Services offers contractors access to open, competitive business opportunities through Washington's Electronic Business Solution (WEBS) system, <https://fortress.wa.gov/ga/webs/>. Construction prime and sub-contractors should register in WEBS with NIGP Commodity Code 914-84 Trade Services Construction Non-classified to receive notice of outreach events. Visit the Department of Enterprise Services booth to register, update, or verify your registration in WEBS. FOR MORE INFORMATION: VISIT: www.des.wa.gov/services CALL: (360)407-2200 EMAIL: CustomerRelations@des.wa.gov.



100

Washington State Department of Labor & Industries, Contracts and Purchasing Office

Lance Yount

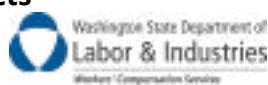
7273 Linderson Way SW

PO Box 44841, Olympia WA 98504-4841

360-902-5745 | lance.yount@lni.wa.gov

Government Agency

Labor & Industries Contracts and Purchasing Office administers the agency's procurements. These include purchases of various Goods & Services, Client Services, Grants, IT Contracts, and Interagency Agreements. The Contracts & Purchasing Office also provides consulting services and assistance to the Director, Executive Managers, and program-based Contract Managers. Visit www.lni.wa.gov to learn more.



108

Washington State Department of Labor & Industries, Return-to-Work Outreach

Joyce Allen

7273 Linderson Way SW, Tumwater WA 98504

360-902-4978 | alls235@lni.wa.gov

Government Agency

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130

Washington State Department of Transportation - Contract Services Office

Tim Carroll

7345 Linderson Way SW, Tumwater WA 98501

360-705-7595 | carrott@wsdot.wa.gov

Government Agency



107

The Washington State Department of Transportation (WSDOT) - Contract Services Office (CSO) works extensively with numerous partners in the private sector to build, improve and maintain the State's transportation infrastructure. The Contract Services Office is comprised of two sections: Administrative Contracts & Consultant Services. We have delegated authority to procure, develop, negotiate and manage contracts for Professional Services and Information Technology goods and/or services. We also procure and administer WSDOT's Architectural & Engineering contracts related to the design and construction of transportation projects. Visit www.wsdot.wa.gov.

Washington State Department of Transportation - Equal Employment Opportunity

Oscar Cerdá

310 Maple Park Ave SE

P O Box 47314, Olympia WA 98504-7314

360-705-7090 | Bucktar@wsdot.wa.gov

Government Agency



106

The Washington State Department of Transportation is the steward of a multimodal transportation system and responsible for ensuring that people and goods move safely and efficiently. In addition to building, maintaining, and operating the state highway system, WSDOT is responsible for the state ferry system, and works in partnership with others to maintain and improve local roads, railroads, and airports. www.wsdot.wa.gov

Washington State Department of Transportation - Goods and Services

Hector Meneses

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PO Box 47415, Olympia WA 98504-7415

360-705-7017 | MeneseH@wsdot.wa.gov



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The Washington State Department of Transportation is the steward of a multi-modal transportation system and responsible for ensuring that people and goods move safely and efficiently. In addition to building, maintaining, and operating the state highway system, WSDOT is responsible for the state ferry system, and works in partnership with others to maintain and improve local roads, railroads, and airports. We are here to assist in your efforts to sell products or services to WSDOT. <http://wsdot.wa.gov/Business/Purchasing/>

VetBOSS SPONSOR**Washington State Department of
Veterans Affairs**

Jennifer Montgomery
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Olympia WA 98501
360-725-2169 | jenniferm@dva.wa.gov

Government Agency

Washington State Department of Veterans Affairs serves our state's 600,000 veterans by connecting them to the state and federal benefits they earned by serving our country. WDVA offers PTSD Counseling, peer mentoring on college campuses, transitional housing and other programs for homeless veterans, support for veterans re-entering the workforce, assistance to veterans struggling after deployments and many other specialized programs. Our State Veterans Homes provide long-term care in Orting, Port Orchard, Spokane and Walla Walla. Our WA Veterans Cemetery is located in Medical Lake. www.dva.wa.gov.

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**Washington State Employment Security**

Rafael Colon
212 Maple Park Avenue, SE
Olympia WA 98516
360-902-9540 | rcolon@esd.wa.gov

Government Agency

Business Friendly Programs - Among our nationally recognized programs and services are SharedWork, Labor Market Information, Work Opportunity Tax Credit, Federal Bonding, Paid Family and Medical Leave, and more. We're here to help you "keep the lights on and your doors open," maintain and upskill your workforce, prepare for an audit, stay competitive during tough times or help employees care for family members. Visit esd.wa.gov, contact your local WorkSource business services office, or call (360) 902-9540. Stay connected with Washington's Employment Security Department.

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**Washington State Office of
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Business Enterprises**

Lisa van der Lught, Director
1110 Capital Way S, Ste 150, Olympia WA 98501
360-664-9750 | omwbeinfo@omwbe.wa.gov

Government Agency

The Office of Minority and Women's Business Enterprises promotes equity and increases participation in public contracting and procurement for small businesses owned by minorities, women and disadvantaged persons through education and certification. Visit the OMWBE website for information on certification, certified firms, state agency and educational institution reporting, the Governor's Business Diversity Subcabinet, the Linked Deposit Loan Program, bids and opportunities, a calendar of events, resources and more. www.omwbe.wa.gov

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2534333995 | tessas@wenahagroup.com

Small Business | Minority Owned SB

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310

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Mary Beymer
7777 7th Avenue S.
Seattle WA 98108
503-329-9199 | maryb@wcwr.com



Small Business

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Willdan Performance Engineering

Devin Malone
828 Poplar Pl. S.
Seattle WA 98144
206-445-8351
malone@willdan.com

Large Business

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Large Business

DUNS 038086125 CAGE 1U1W9

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Zirconia Inc.

Benjamin Cook
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206-219-9236 | benjamin.c@zirconia.global

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| 101 | Hensel Phelps | 42 | 210 | Terracon | 51 |
| 430 | Indian Health Service | 42 | 207 | The Boon Group | 51 |
| 518 | James G. Murphy Auctioneers | 42 | 510 | The Walsh Group | 51 |
| 218 | Joint Base Lewis McChord | 43 | 208 | Time Equipment Company | 51 |
| 410 | Kiewit Infrastructure West Co. | 43 | 204 | Turner Construction | 51 |
| 122 | King County Architecture, Engineering & Construction | 43 | 504 | Unanet | 52 |
| 118 | King County Business Development & Contract Compliance | 43 | 105 | UW Tacoma Professional Development Center | 52 |
| 120 | King County Goods & Services | 43 | 425 | Veterans Affairs | 52 |
| 416 | Korsmo Construction | 43 | 100 | Washington Patriot Construction LLC | 52 |
| 200 | Lacey Glass Inc | 43 | 108 | Washington State Department of Enterprise Services | 53 |
| 206 | Mackenzie | 44 | 130 | Washington State Department of Labor & Industries, Contracts and Purchasing Office | 53 |
| 402 | Manson Construction | 44 | 107 | Washington State Department of Labor & Industries, Return-to-Work Outreach | 53 |
| 225 | MBDA-Tacoma Business Center | 44 | 106 | Washington State Department of Transportation - Contract Services Office | 53 |
| 125 | MMCAP - Minnesota Multistate Contracting Alliance for Pharmacy | 44 | 102 | Washington State Department of Transportation - Equal Employment Opportunity | 53 |
| 320 | Mohawk Group | 44 | 128 | Washington State Department of Transportation - Goods and Services | 53 |
| 110 | MRSC Rosters | 44 | 104 | Washington State Department of Veterans Affairs | 54 |
| 227 | National Association of Minority Contractors - Washington | 44 | 103 | Washington State Employment Security | 54 |
| 318 | Naval Facilities Engineering Command Northwest (NAVFAC NW) | 44 | 310 | Washington State Office of Minority & Women's Business Enterprises | 54 |
| 317 | Naval Undersea Warfare Center Division - Keyport (NAVSEA) | 45 | 322 | Wave Design Group LLC | 54 |
| 316 | Navy Supply Systems Command (NAVSUP) Fleet Logistics Center Puget Sound | 45 | 217 | Wenaha Group | 55 |
| 304 | Nisqually Construction Services | 45 | 421 | West Coast Wire Rope & Rigging, Inc. | 55 |
| 408 | North Wind Group | 45 | | Willdan Performance Engineering | 55 |
| 314 | Nova Group, Inc. | 45 | | Wood | 55 |
| 303 | Oles Morrison Rinker & Baker LLP | 46 | | | |

ALLIANCE NORTHWEST

BRONZE SPONSOR

Abbott Construction

Chris Lee

3408 1st Ave S., Seattle WA 98134
206-467-8500

clee@abbottconstruction.com

Large Business

Founded in 1983, Abbott is a progressive West Coast commercial construction company known for superior project management and field supervision, best-in-class standards, and excellent craftsmanship. Our expertise runs deep in pre-construction, project planning, and the timely and professional execution of the construction process in a variety of market sectors. With the inclusion of innovative and value-added offerings such as design-build, building maintenance, building envelope program, and construction management, we are able to provide a level of expertise that addresses the ever-evolving needs of our clients.



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Advanced Government Services, Inc.

Arti O'Brien

8644 Pacific Ave., Tacoma WA 98444
253-531-9782

arti@advancedgovernmentservices.com
DUNS 134101455



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Advanced Government Services, Inc. (AGS) is a certified woman-owned UDBE/DBE/MWBE/SBE/WOSB full-service traffic control company established in 2003. AGS is also a proud participant of the city of Tacoma Hub/Leap program, a city of Seattle approved vendor and a participant of the King County Small Contractors and Suppliers (SCS) program. AGS offers traffic control, Class A sign installation, TCP design, equipment rental and UPO services for projects ranging from major highway, bridge, city arterial, and sewer to name a few. Visit us at advancedgovernmentservices.com.

American Indian Chamber Education Fund PTAC

Venessa Gleich

3200 N Dobson Rd., Bldg. C, Suite 110
Chandler AZ 85224

480-699-9529 | venessa.gleich@aicccal.org

Non-Profit



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American Indian Chamber Education Fund Procurement Technical Assistance Center (AICEF PTAC) is funded in part through a cooperative agreement from the Department of Defense (DoD) through a program administered by the Defense Logistics Agency (DLA). Our mission is to provide American Indian businesses with an understanding of the requirements and guidelines of government contracting. Our service area is the Pacific, Western and Northwest BIA Regions. Our primary focus is working with American Indian businesses and Tribal Enterprises.

Centennial Contractors

Michel Ligtenberg

17134 I Street, JBLM WA 98433
253-912-1910 | jrandall@cce-inc.com

Large Business

At Centennial, our core business is to provide construction



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Addendum

solutions, resources, and support for facility owners and managers. We especially focus on facilities renovation, repair, and remodeling. Relationships are at the heart of our business. Rather than focus on a single project or process, we strive for long-term relationships with our customers relationships built around dependability, responsiveness, results, and most importantly, trust.

CETS LLC

Thomas Jordan

1441 N Northlake Way, Suite 211

Seattle WA 98103

206-588-1239 | michi@cets-llc.com



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Minority Owned SB

DUNS 80559088 CAGE 7XXW1

CETS LLC is a Design/Build Electrical Manufacturer of UL Listed Power Distribution and Control Equipment Cabinets. CETS focuses on heavy industrial automation, manufacturing and process control, as it is applicable to facilities that create durable goods and food process facilities. CETS also provides services for ocean going vessels in the Fishing and Shipping Industries and is an Industrial Electrical Contracting firm specializing in Control, Instrumentation and Power Generation, paying close attention to detail and professionalism.

Department of Social and Health Services

William Taplin

1115 Washington St SE, MS 45811

Olympia WA 98501

360-664-6046 | william.taplin@dshs.wa.gov



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Government Agency

The Department of Social and Health Services, with a mission of transforming lives, is Washington's largest state agency. Each month, DSHS provides some type of assistance with food, shelter, care, protection and/or support to 2.4 million of our state's 7.2 million people. We are committed to advancing equity, diversity and inclusion in the communities we serve by increasing opportunities for women-, minority- and veteran-owned businesses to contract for a broad range of goods and services needed by our agency and those whom we serve.

Global Construction Supply, LLC

500

Bobbie Mantello

P.O. Box 6180, Kent WA 98064

855-363-7200



sales@globalconstructionsupply.net

Small Business, Woman Owned

We sell personal protection equipment, Hi-Viz clothing, fall protection, custom signs, SWAG, custom apparel, promotional items and just about anything with your logo on it.

Graham Contracting Ltd.

112

Lana Magnan

13555 SE 36th St Suite 120

Bellevue WA 98006

425-691-3591 | lanam@grahamus.com



Large Business

Graham is an internationally recognized heavy civil, industri-

Graham Contracting, continued

al, and commercial contractor with over 90 years of experience. We deliver integrated construction solutions through our four operating divisions: Infrastructure, Buildings, Industrial and Strategic Investment. Graham operates three local offices in Bellevue, Seattle, and Spokane with projects spanning western and eastern Washington. We have completed multiple traditional and alternative delivery projects throughout the state since 1991. Our portfolio includes bid-build, design-build, construction manager/general contractor, construction management at risk, and public private partnerships (P3).

Insta-Pipe, Inc.

Randy Wilkinson
855 Trosper Rd. 108-204
Tumwater WA 98512

360-943-5840 | randy@insta-pipe.com

Small Business | VA Verified Veteran Owned Small Business

Insta-Pipe, Trenchless Pipe Repair Services Offered: sewer & storm line repair, trenchless repair, CIPP pipe lining (cured in place pipe) ambient, steam & UV cure, CIPP point repairs and mechanical repairs & seals, top-hat service connection liners, reinstatements & robotic cutting, Primus liner (for pressure pipes & water mains), slip lining, pipe bursting & hape fusing, manhole repair, rehabilitation & vacuum testing, CCTV (camera) inspections, small and large pipe, residential commercial industrial and municipal projects.



506

Kim's Packaging Inc.

Nancy Kim
917 Valley Ave NW, Suite A
Puyallup WA 98371

253-333-9700 | kps012@yahoo.com

Woman Owned SB | Minority Owned SB

DUNS 835027868 CAGE 72LY9

Kim's Packaging is a wholesaler of food/beverage packaging supplies such as to-go boxes/containers, biodegradable and compostable products, plastic bags, dinnerware, trays, utensils, napkins, aprons & gloves, primarily to markets and restaurants. Minority owned and operated since 1993.



228

Orion Marine Contractors, Inc.

Michael Shaw
1112 East Alexander Avenue
Tacoma WA 98421

253-552-1163 | mshaw@orionmarinegroup.com

Large Business

DUNS 961677379 CAGE 5ZPG8

Orion Marine Construction, Inc. is a leading heavy civil and marine construction contractor with operations in Tacoma, Washington, Anchorage, Alaska and the US Gulf Coast and Caribbean markets. Orion provides a wide range of services and turnkey solutions in marine and upland construction, design, and specialty activities on, over and under the water as well as onshore for major industrial and commercial applications.



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Ovation Technology LLC

Malcolm Waters
1001 Cooper Point Road SW
Suite 140-715, Olympia WA 98502
360-339-6131 | malcolm@ovttech.com

Minority Owned SB



229

solutions designed to support your day-to-day operations—whether you're a small business or an international enterprise. Committed to hands-on customer service, we ensure smooth implementation during new construction, office expansion or relocation.

Society of American Military Engineers

129

Seattle Post

Michele Percussi
P.O. Box 4067, Seattle WA 98194
206-200-9785

mpercussi@milestoneworldwide.com

Non-Profit

The Seattle Post was chartered in 1920. Join us May 20 - 21st in Bremerton for the 2019 Small Business Symposium. <http://same.org/seattle>



Saybr Contractors

502

John Pallotta
3852 South 66th St. Tacoma WA 98409
253-531-2144 | jpallotta@saybr.com

Woman Owned SB

DUNS 160070505 CAGE1UCC4

Membership includes all branches of the military, with representatives from the U.S. Army Corps of Engineers (USACE) Seattle District, the Naval Facilities Engineering Command Northwest (NAVFAC NW), the Coast Guard's Facilities Design & Construction Center, National Oceanic and Atmospheric Administration (NOAA), and Public Health Service, as well as other federal, state, and local agencies that provide and utilize engineering, planning, architecture and construction services.



Tercom Construction, Inc

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Tim Ruiz
9712 Waller Rd E, Tacoma WA 98446
253-772-5820
truiiz@tercomconstruction.com



Minority Owned SB

Tercom Construction is a telecommunications utility contractor. Performing design, installation & furnishing of fiber optics, telephone, and coax systems. Servicing municipalities, school districts, internet services providers, businesses, high rise condos & single family residences. Tercom specializes in fiber optic construction, fiber splicing & design: providing a cost effective, high speed solution by upgrading the existing telecommunications infrastructure and converting it to a fiber optic network. Equipped with aerial & underground crews, tercom construction can provide new installation & maintenance to your telecom/ data infrastructure.

Triton Marine Construction Corp.

302

Julian Koerner
5405 Constance Dr SW
Bremerton WA 98312
360-373-7090 | mmuldoon@triton-marine.com



TRITON MARINE CONSTRUCTION CORP.

Large Business

Triton specializes in a wide array of construction disciplines and focuses primarily on federal and municipal construction projects. Throughout our history, we have completed more than 300 Construction and Design/Build projects for federal and local governments. Our customers include the United States Navy, Army Corps of Engineers, National Park Service, Department of Transportation, Department of the Interior, Department of Homeland Security, as well as many local municipalities and port authorities.

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