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2020 CONFERENCE ACTIVITIES

INSIDE

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Changes to Woman-Owned Business
Certification

Government Contracting - Is It For You?

RJS Construction, Inc., a small business based in Yakima Washington that is celebrating its 30th year, snapped this photo while working on a project on Grand Coulee Dam Powerhouse for the Bureau of Reclamation.

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*Tiffany Scroggs, Program Director
Washington Procurement Technical
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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 2019 activities.

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

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Welcome to the 5th 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.*

You can find your Washington PTAC team at over 150 events every year, but Alliance Northwest is by far our favorite! This event uniquely offers a mix of high quality workshops with opportunities to meet buyers and agencies representatives. We hope you enjoy it as much as we do. And, we hope to see you again very soon either for a one-on-one advising session or at another event.

Your team at 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:

1. 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.
2. 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.
3. 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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Major Changes Coming to SBA's Mentor-Protégé Programs

By Adam Lasky, Attorney at Law

In November 2019, the U.S. Small Business Administration (SBA) released a long-awaited set of proposed rule changes to consolidate and clean-up SBA's mentor-protégé programs (MPP). *see* 84 Fed. Reg. 60846. While the final rule may look somewhat different from what SBA has proposed, and likely will not go into effect until late-2020, contractors that prepare ahead may have a competitive advantage once the new rules go into place. Below are the six **proposed** changes likely to have the greatest impact on mentor-protéges:

Consolidation of the 8(a) MPP into the All Small MPP (ASMPP): Currently SBA has two MPPs, the long-existing 8(a) program (13 CFR § 124.520), and the 2016 created All Small program (13 CFR § 125.9). The ASMPP is open to protégés of all-kinds, including 8(a) firms. Because the 8(a) protégés gain same benefits from the ASMPP as the 8(a) MPP, SBA is proposing to eliminate the 8(a) MPP and merge it into the ASMPP.

Joint Venture Agreement (JVA) Compliance to be Measured from Date of Final Proposals: In order to be exempt from affiliation, a mentor-protégé joint venture must have a JVA that strictly complies with all of requirements in 13 CFR §§ 125.8(b) and (c). Currently, JVA compliance is measured as of the JVA (and any amendments/addendum thereto) in existence on the date the joint venture offeror certifies its size, which is generally the date the offeror submits its initial price proposal for the procurement (some exceptions apply). SBA has proposed to amend 13 CFR § 121.404(d) to instead measure JVA compliance as of the date of the final proposal revisions.

Elimination of Joint Venture Pre-Approval Requirement for 8(a) Competitive Set-Asides: One of the greatest frustrations for mentor-protégé joint ventures competing for 8(a) set-asides is the current requirement that SBA approve the JVA prior to award. This requirement has caused contractors

headaches for years, largely due to the inconsistent/inaccurate application of the regulations by various SBA district offices handling these approvals. In recognition of these issues, and because rule allow size protests challenging JVA compliance, SBA has proposed to eliminate the pre-approval requirement for 8(a) competitive set-asides.

Protégé Must Remain Small in M-Ps Approved NAICS Code: A mentor-protégé agreement is approved by SBA under a single NAICS (usually, but not always, the protégé's primary NAICS code). However, that does not preclude the mentor-protégé from competing for work in other NAICS codes as well. Currently, a mentor-protégé joint venture can qualify as small for any procurement for which the protégé itself would qualify as small. However, under SBA's new proposed rule, "[o]nce a protégé firm no longer qualifies as a small business for the size standard corresponding to the NAICS code under which SBA approved its mentor-protégé relationship, any joint venture between the protégé and its mentor will not continue to receive the exclusion from affiliation...." *See* Proposed 13 CFR § 125.9(d)(1)(iii). In the event this change is included in the final rule, it will significantly impact the NAICS code chosen by mentor-protégé applicants, since there will be a significant advantage to applying under NAICS codes with higher size standards.

3-in-2 Rule to Become ∞-in-2 Rule: The current 3-in-2 Rule (13 CFR 121.103(h)), which mandates

(with some exceptions) that a joint venture may not be awarded more than three contracts over a two-year period without the partners being considered generally affiliated, is very confusingly written, and is unduly restrictive and burdensome on mentor-protégé joint ventures. In recognition of these issues, SBA has proposed to change 3-in-2 Rule to a ∞-in-2 Rule, which will now prescribe that a joint venture cannot continue to submit proposals two years from the date of its first contract award, or else the partners will be considered generally affiliated.

Exception to Two-in-Lifetime Limit for Protégés: Currently, SBA rules limit a firm to being a protégé to two different SBA approved mentors in its lifetime. SBA has proposed an exception to this rule, such that if a mentor-protégé agreement is terminated within a year from the date SBA approved the agreement, that mentor-protégé relationship will not count against the protégé's two-in-lifetime limit.

Adam Lasky is partner with Ole Morrison Rinker Baker. He helps clients across the nation navigate and win government contracts. 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. Adam can be reached at lasky@oles.com or www.oles.com.

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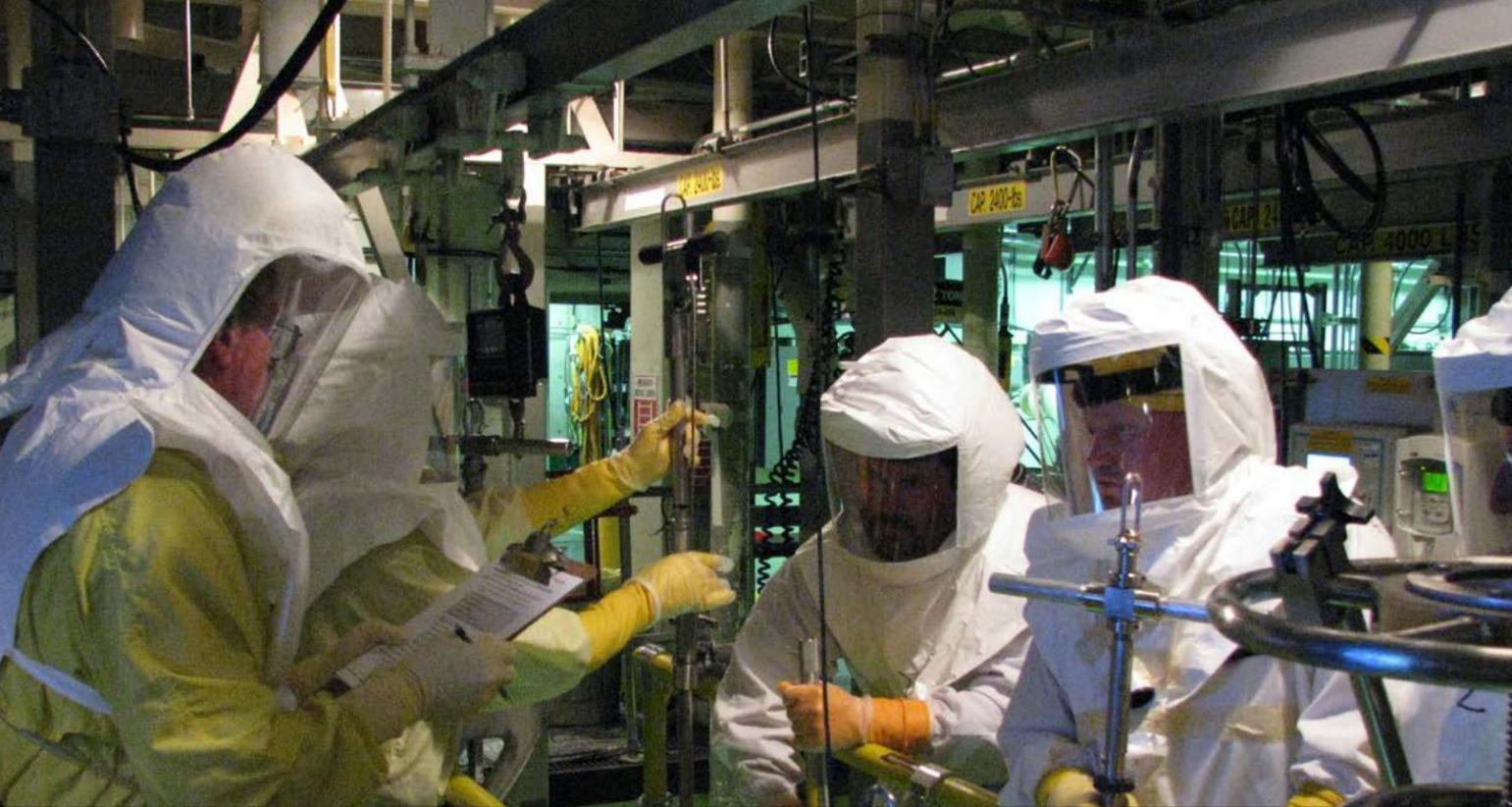
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Doing Business with the DOE Hanford Prime Contractors & PNNL

By Jody O'Connor, Tri-City Regional Chamber of Commerce PTAC

Interested in being a part of one of the nation's largest and most challenging environmental clean-up projects? The Hanford Site, located in Southeastern Washington, covers 586 square-miles. The Department of Energy (DOE) manages the environmental cleanup project and employs over 9,200 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 offices: the Richland Operations Office, Office of River Protection and Office of Science. Six 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 at 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 the contract opportunities at the site 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 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 en-

couraged to complete the optional "Small Business Certifications" section of SAM, which connects to and uploads your company profile into the Dynamic Small Business Search (DSBS). DSBS allows you to express your core competencies by entering keywords and a brief description of your business. This database is often times used by Hanford procurement specialists, buyers, prime contractors seeking subcontractors, and businesses seeking teaming partners. Be sure to update your SAM account on an annual basis, to avoid challenges with your contract opportunities or the ability to be paid by the federal government if you are awarded a contract.

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:

1. 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.
2. Bechtel Vendor Registration (<https://www.Bechtel.com/supplier/>) – required to bid on opportunities.
3. PNNL Vendor Registration (<https://ebs.pnnl.gov/>)

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 Managers 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 different small business subcontracting goals, so they are always looking to maximize small business use in all socio-economic categories. They want to have a strong, viable and competitive vendor list of small businesses, so it would be very beneficial to take the time to do your research and register your business! If you think your small business might qualify for certification of specific socio-economic status (such as Woman-Owned, Veteran-Owned, or Historically Underutilized Business Zone (HUBZONE), reach out to your local PTAC Counselor for assistance!
- You should plan on attending Bridging Partnerships Small Business Symposium at the Three Rivers Convention Center in Kennewick, WA on April 8-9, 2020 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 tradeshow and networking opportunities. For more information visit www.bridgingpartnerships.com and register today as space is filling up quickly.

For additional information and 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.

Jody O'Connor is a Procurement Technical Assistance Center counselor based in Tri Cities, Washington at the Tri-City Regional Chamber of Commerce. She's an expert in the government marketplace. Her advising services are offered at no-cost.

Keeping the Marketing Momentum

Alliance is Over, Now What?

by Mary Jo Juarez, Washington PTAC at Kitsap Economic Development Alliance.



Ok, you attended Alliance Northwest, followed up with your contacts, and are in the process of establishing some great relationships. Now what? What can you do to continue the momentum? How do you continue to build your relationships and business at the same exciting rate that you experienced during the Alliance Northwest?

Here are some suggestions which might help:

- You are not going to build great relationships sitting in your office or at your job and attending a couple of good events a year. Relationships require commitment, and constant attention as any of your business process does.
- Establish a marketing plan. Decide who, what agencies, and which conferences you will attend for the next year. What is your end goal? Ask for help along the way. Asking someone (your PTAC counselor) to review your marketing plan will inevitably lead to more contacts, suggestions, etc. to add to your plan.
- Become an expert in one area of your industry. Chances are that if you own a business, you are already close to becoming an expert. Then, share your expertise with others and let it be known you're the go-to expert!
- Speaking in public is the number one fear for most people on the planet. Use this to your advantage. Attend a Toastmasters Meeting, work with your PTAC, check out the National Speakers Association. There are several venues where you can learn public speaking in a safe place with encouragement. The PTACs in Kitsap and Everett are working with a business speaking experts who conducts classes for PTAC clients.
- Take your expert status and your improved speaking in public skills and volunteer for panels, presentations, and industry talks. Many organizations are looking for presenters on a variety of subjects. Start with your Chamber of Commerce, or local business bureau. You will become known in your industry as being comfortable talking in front of a group, and your opportunities and audience will grow
- Remember to keep all this manageable. You don't have to speak in front of large groups to

obtain a return on investment on the pain of learning and practicing speaking well in public settings. Strategically plan and start small with known groups in your industry. Start on a panel so you are not the only person on stage. Individuals who can handle public speaking comfortably are in high demand.

- Write a column for your local business journal or industry publication. Again, it's all about getting your name out there for people to see.
- Become a sponsor – and this does not have to involve thousands of dollars. One of my PTAC clients was at a Destruction Derby, and they asked over the loudspeakers for volunteer sponsor donations. He went up to the booth and offered to donate 2 breakfasts at a local restaurant. The individual in line behind him provided a \$500 gift card to Lowes. While they were waiting in line, they talked, established a relationship, and 9 months later, the PTAC client ended up getting a six-figure subcontract from the person he met at a Destruction Derby. If this can happen at a Destruction Derby, think of the possibilities with a little planning!

These are just a few suggestions intended to spark some thought about different methods of connecting and marketing. The Washington State PTAC is always available to help you by reviewing presentations, suggesting events and venues, and by providing the low-cost Bid Match service. And we always have amazing classes, webinars, and counselors to help you on your journey.

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Defense Contractors: Cyber Security Certification is Coming. Are you ready?

by Washington Procurement Technical Assistance Center (PTAC)

Any organization that works for the Department of Defense directly or indirectly (i.e. as a prime contractor or subcontractor), must be compliant with Defense Federal Acquisition Regulations related to Cyber Security. Some experts are equating it to being registered in the System for Award Management (SAM.gov) – every business who wins a contract with Dept of Defense has to be active in SAM. In the future, every business who wins a contract with Dept of Defense will need to be certified. We all keep asking:

- “What about the landscape maintenance company that mows the grass at Joint Base Lewis McChord?”
- “What about the lady that plays the church piano on the military installation?”
- “What about the 9th tier supplier to a large Defense company?”

The answer to all of these questions is yes. All of the 350,000 vendors in the DoD Supply will need to obtain certification. The infrastructure to support

this massive undertaking is being rolled out now by the Department of Defense and is still changing. As a result, not all of your questions can be answered at this point. This is what we do know.

Cyber security requirements aren’t new, they are just going to be newly enforced. The June 2016 FAR 52.204-21 clause required all federal contractors to safeguard information. To comply with this clause businesses are expected to do the basics: patch your IT systems, install/update antivirus software, control access and/or destroy information, lock your doors at night and use other common-sense systems to control access. Then in December 2017, all defense contractors had to prepare a System Security Plan to meet the NIST 800-171 standard which included reporting cyber breaches. Now, the Department of Defense is implementing CMMC: Cybersecurity Maturity Model Certification. The first version of this was published January 31, 2020 by the Department of Defense.

The new CMMC has five levels of compliance. The

Department of Defense will determine the appropriate tier for the contracts they administer and thus which tier firms will need to achieve. The required level will be contained in section L & M of the Request for Proposals (RFP) making cybersecurity an “allowable cost” in DoD contracts.

A non-profit accreditation body has been established that will approve the third party assessment organizations who will deploy assessors into the field (and out to your business by your request) for a fee. Their goal is to build training curriculum, train the trainers, and ultimately approve 10,000 professional assessors. You can learn more about this new office at www.cmmcab.org. Note that at this time, no one is approved to certify your firm.

In the fall of this year expect to see some solicitations with the CMMC requirement. Subsequently, if you’re in the supply chain of a Defense contractor, be on the lookout for flow down clauses related to certification. By federal fiscal year 2026,

all new Defense contracts will contain the CMMC requirements.

If Defense contracts are a big part of your revenue that you’re interested in maintaining or growing, it is highly recommended you start on the road to compliance. If you’re not sure what that looks like, review the resources on this site: www.dodprocurementtoolbox.com, reach out to your local PTAC office (www.washingtonptac.org) and Impact Washington (www.impactwashington.org).

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Hermanson Company would like to connect with small businesses that have the following designations for consideration on current and future work:

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Changes to Woman-Owned Business Certification

by Aleesha Roedel, Washington PTAC at Greater Spokane Inc.

Are you a Women-Owned Small Business (WOSB) or an Economically Disadvantaged Women-Owned Small Business (EDWOSB)? Are you doing business with the government? If so, there are changes under way that you need to be aware of to maintain your certification.

Under the current regulations a WOSB/EDWOSB has two options: self-certification or third-party certification. Self-certification is free through the Small Business Administration's (SBA) website. Third-party certification is fee based and can be done through an SBA-approved non-profit organization.

To self-certify the small business must first be registered in SAM (System for Award Management) and then it can go the SBA's website to submit the required documents at <https://certify.sba.gov>. These required documents include, but are not limited to:

- Proof of citizenship (birth certificate, naturalization paper, or current passport)
- Business governance documents (varies based

- on company type)
- Personal financial information for each woman (EDWOSB only)

Once the small business concern creates a profile, submits required documents, receives a qualifying email from SBA, the concern may "self-certify" in SAM. Contracting officers may accept self-certification if the WOSB/EDWOSB documents are current. This is accepted on a contract by contract basis and the contracting officers are not required to review the documents.

The WOSB/EDWOSB can choose to become certified through third-party certification. Doing so will give the concern the peace of mind from being vetted by a non-profit organization. The SBA currently has approved four non-profit organizations to conduct the third-party certification process. Third-party certifiers do charge a fee and that fee varies based on the agency and company annual revenue.

- Women's Business Enterprise National Council (WBENC)

- U.S. Women's Chamber of Commerce
- National Women Business Owners Corporation (NWBOC)
- El Paso Hispanic Chamber of Commerce

Each of the above listed organizations have different requirements, but are similar to the current self-certification. Once a WOSB/EDWOSB obtains a third-party certification, the company must provide the information to SBA's WOSB Program Repository at <https://certify.sba.gov>.

The certification process for WOSB and EDWOSB will change the summer of 2020 to comply with the 2015 National Defense Authorization Act (NDAA) put forth by Congress. This act redrafted sections of the Small Business Act governing WOSBs, which specifically requested SBA to remove the self-certification option and replace it with a formal certification process. SBA then issued a proposed amendment in May 2019 to remove the self-certify option and replace it with a formal certification process similar to the 8(a) Program certification process. According to the SBA's website, SBA expects to

have the statutory requirements published by June 30, 2020. These requirements will then be effective 30 days later. Under the new regulations:

- Self-certification will be going away
- WOSB/EDWOSB can certify through SBA's on-line certification (free)
- WOSB/EDWOSB can certify through an approved third-party certifier

The SBA will post updates on their website regarding the WOSB/EDWOSB certification process at www.sba.gov/wosb. There are also links to their FAQs and a certification options table on this website. WOSBs and EDWOSBs can also contact your local PTAC Counselor, SBA Regional and District Office, or the Women's Business center for updates and questions.

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How to leverage fringe benefits in prevailing wages

by Tim DeWolf at Parker, Smith & Feek

In 2019, the federal government spent close to \$600 billion on government contracts, an increase from over \$550 billion in 2018. As our economy strengthens, the Northwest has become a fast-growing hub for government contract activity. In Washington State, there are many large contractors such as Lockheed Martin, The Boeing Company, Vigor, and Granite Construction that are each awarded well over \$100 million a year. These large contractors will subcontract out many jobs to dozens of smaller businesses in industries such as construction, manufacturing, security, janitorial, and professional services to name a few. The Department of Defense and The Department of Energy are two of the largest agencies in annual spending; another worth noting is the Department of Transportation.

I know that some employers are leaving money on the table when they didn't intend to.

Contractors that step into government contracting know there is a needed learning curve to ensure they are meeting all that the government requires. This is particularly true for compliance with prevailing wage laws. Contractors that perform jobs for the federal or state government are required to pay their workers what is called a prevailing wage.

In construction, you may operate under the Davis-Bacon Act (DBA). In many service-led industries such as security, IT, janitorial, or landscaping, you may operate under the McNamara O'Hara Service Contract Act (SCA). Both DBA and SCA contracts add complexity in their compliance requirements.

It is possible to save 20% on labor costs just by putting the fringe benefit portion into a health and welfare benefits plan that includes retirement.

Having worked with government contractors exclusively over the last few years, I have seen a real opportunity for many employers to better align how they approach the various employee populations to their short and long-term goals. Wise contractors approach the prevailing wage laws to ensure they are first in compliance and second, handled efficiently to keep things running smoothly. However, contractors can wield the prevail-

ing wages in a way that will increase profits, win contracts, eliminate risk exposures, get help with compliance, and even boost employee retention.

In a prevailing wage, the person's paycheck is divided into two components. There is the base wage and a fringe benefits wage. Contractors can save a tremendous amount of money by taking advantage of the fringe benefits component when they are currently paying the fringes as cash in lieu of benefits. When you put the fringes into benefits and/or retirement, you drastically reduce your payroll burden. It is possible to save 20% on labor costs just by putting the fringe benefit portion into a health and welfare benefits plan that includes retirement.

It is how you go about managing the fringe allocation and setting these programs up that will determine the potential impact on your general and administrative expenses. This is where your employee benefit consultant needs to understand the world of government contracting in order to help you navigate through this. No one is a master of everything. Taking a team approach and coordinating the right people and vendors is the key to setting this up well.

Tim DeWolf worked for a benefits firm in Oregon helping small and mid-sized companies find the best benefits plan for their employees while often adhering to tight budgets. He specialized in fringe benefits consulting while working at The Boon Group as the Regional Sales Manager for Washington, Oregon, and Alaska, trying to help brokers better understand how to help contractors in this space. Now at Parker, Smith & Feek as a benefits broker in the Construction Practice Group, he is working directly with clients to help them navigate the complexities of offering benefits in a prevailing wage environment. Parker, Smith & Feek specializes not only in employee benefits consulting, but in commercial insurance and surety bonds as well. You can reach Tim at tsdewolf@psfinc.com or 425-709-3741. www.psfinc.com

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Get Certified as a Veteran or Service Member Owned Business Today!

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.

Washington State has a Veteran and Servicemember Owned Business Certification Program. Department of Veteran Affairs (DVA) Director Lourdes-Alvarado, says certification makes you easier to find. “We want to be able to account for as many veteran owned businesses as possible in Washington State, and ultimately, to be able to have as many veterans doing business, connecting with other veterans so they can hire veterans. It’s having that domino effect that is going to serve the entire veteran community.”

How Do I Certify?

Register the business in WEBS at pr-webs-customer.des.wa.gov/.

While registering check the veteran check box, an email is automatically sent to you instructing you what documentation is needed to show you are an honorably discharged majority owner of a Washington State business.

Why Should I Certify my Business?

- State agencies, local municipalities, higher education institutions and prime contractors are looking for you.
- Certification is quick, free, and easy.
- Certification makes your business eligible for a 2% interest rate on a business loan through the Linked Deposit Program.
- A window decal and logo recognize you as a Certified Veteran Owned Business, you can use the logo on your website, promotional materials, and letterhead.
- The Governor and Legislature have made purchasing with Veteran Owned Businesses a priority:

- RCW 43.60A.200 – Encourages state agencies to award 3% of certain procurement contracts to veteran-owned businesses.
- Executive Order 13-01 – Agencies have 5% purchasing goal with certified veteran-owned businesses.
- Business Diversity Subcabinet – formed to improve the level of participation in state agency contracting with small and diverse businesses. Provides consistent tools and policies for agencies in Outreach, Business Assistance, Planning and Forecasting and Data collection (so that we can see how well our efforts are actually doing)

As a result of these efforts, Washington State Agencies spent over \$28 million with Veteran Owned Businesses. If you’re not certified, you could be missing out on agencies who want to buy from you!

What’s next after certification?

Expand, Network, and Plan

“Attend some of the veteran outreach events that take place across the state, like Alliance Northwest held in March or the King County Regional Contracting Forum in April where you gain exposure and can connect to other veteran businesses as well as meet the agencies to make personal connections.” said Lourdes Alvarado.

Work with one of the agencies across the state that offer free business development counselors to ensure you have a solid business plan and to help your business grow such as PTAC Procurement Technical Assistance Centers, SBDC Small Business Development Centers, or the VBOC Veterans Business Outreach Center.

Alvarado emphasizes that none of these benefits are available to you if you do not certify your veteran owned business. “Getting certified is the most important thing you can do because when you are certified you are seen.” Small businesses are truly the backbone of our state’s economy. When you do well, our state does well, and many of these small businesses - like yours - are veteran owned.

For additional assistance please visit dva.wa.gov or contact Jennifer Montgomery at Your Washington State Department of Veterans Affairs Email vob@dva.wa.gov or Call: 360-725-2169

Small Businesses may qualify for Federal SBE Program!

Did you know that small businesses may qualify to be certified as a Federal SBE – Small Business Enterprise? This federal certification is gender and race-neutral. SBE-certified firms count towards USDOT small business (gender and race-neutral) goals. That means all of the set aside goals can apply to you as a small business. This program is similar to the disadvantaged business (DBE). This new ruling means you can work on transportation projects and there is a goal for you. The intent of the SBE Program is to increase small business utilization in general. Washington State Department of Transportation (WSDOT) will review federal-aid projects for a Small Business Enterprise enforceable project goal. WSDOT may set both DBE/UDBE and SBE goals on federal-aid projects. For more information visit OMWBE at omwbe.wa.gov/certification/federal-certification

Absher wants to meet with all small businesses that have the following designations:

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- MWBE
- DBE
- MBE
- WBE
- WOSB
- Native American
- HUBZone
- VOSB
- SDB

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Seed Money via the Small Business Innovative Research Program

by Kate Hoy, Washington PTAC advisor, and state SBIR Lead

Have you ever wondered how the United States government brings in new innovative products? Given complicated procurement methods, long lead times and the maze of paperwork, how do innovative products ever get into the hands of our federal agencies in a timely manner?

The answer: The Small Business Innovation Research (SBIR) program. The SBIR program has helped thousands of small businesses who are involved in technology development, science, engineering or research and development, to compete for federal R&D seed money.

The program allows innovators who are involved in early stage development of cutting edge technology products to explore the potential of their idea. SBIR seed money can fund the critical start-up and development stages as it encourages the commercialization of the technology, product, or service, which, in turn, stimulates the U.S. economy. So qualified businesses are able to apply for seed funding that will help them expand the commercial potential of their new technology while helping the federal government meet their research and development needs. A win-win for everyone!

How does it work? Eleven federal agencies partake in this program. A few of the diverse agencies that are involved include the Department of Defense, NASA, the FDA, the Department of Education, the National Institutes of Health and more. These agencies identify their top challenges or concerns and relay those needs via the SBIR program. Innovators are able to submit proposals to these “topics” as they are released throughout the year.

Funding is allocated to awardees in Phases. Phase One is designed to help establish the feasibility of the concept. Phase Two continues the R&D efforts started in Phase One and determines commercial viability. If the concept reaches a viable stage at the end of Phase Two, Phase Three could result in a contract with a federal agency or the infusion of

non-SBIR funding to continue the development of the concept.

How is Washington State involved with this federal program? Sixty nine Phase One awards were given to Washington State firms in 2018. In an effort to grow participation of Washington State firms, the Washington PTAC (Procurement Technical Assistance Center) has developed a website that is dedicated to encouraging more innovative Washington State based firms to get involved with the program. The website connects all of the SBIR resources in our state, including important links, a resource library and much more.

Where can I learn more? To learn more about the Small Business Innovative Research Program in our state and beyond, visit the new Innovation Station website. You can access the Innovation Station via the WashingtonPTAC.org website, or directly at InnovationStation-PTAC.org. Or email us at innovationstation@washingtonptac.org.



In 1992, after several years of research and developing prototypes, the Washington State firm GEMTech received funding from the SBIR program to develop the Sonicare toothbrush.

Searching Tips - Beta.Sam.Gov

by Washington PTAC

Earlier this year, Federal Business Opportunities was decommissioned and replaced with Beta.Sam.Gov. This is part of a bigger effort to modernize federal procurement systems – shrinking 10 systems in to just 1. We’ve heard a lot of rumors and misinformation. This article seeks to bust those myths and provide some top tips for businesses seeking contracting opportunities in the federal marketplace. Open your computer browser to Beta.Sam.Gov and follow along!

- You DO NOT need to login to search for contracting opportunities. Just click on the drop down for “contract opportunities” and hit search. This will allow for a more refined search using the filters.
- You DO need to log in to add your company as an interested vendor, save searches and to download some documents. Be sure to login to Beta.Sam.Gov using the same credentials you use for Sam.Gov. This ties your Beta.Sam.Gov activity with your Sam.gov and improve success in the upcoming transition.

Searching Opportunities TOP TIPS:

- Use the filters on the left side of the search results to refine your results! Here, you can refine by dates, industry code, agencies, set asides and much more.
- Use the Change Filters in the upper left corner at add additional filter options like Place of Performance by state.
- In the system you can save searches to run each time you enter the system. You are able to download the search results to spreadsheet or pdf.
- You can set email notifications for your saved searches and opportunities you are following. However, they are still improving this feature. Until it is functioning the way you need it to, consider a bid matching service that can send you daily emails that match what you do.
- Keep an eye on what’s next. Do an internet search for GSA Interact’s Integrated Award Environment and subscribe.

Soon, Sam.Gov will migrate over and then they will drop the “beta” in the front. In the meantime, businesses are scrambling to understand the search functions in the new beta.sam.gov. Here are some top

tips for using the new system.

Federal Procurement Data System FPDS was recently migrated to beta.sam.gov.

Later this year DUNS numbers will no longer be issued. Instead, you will receive a 12 digit Unique Entity Identifier. This will be issued through the Sam.gov system.

Your local PTAC office is available to help you navigate all these changes as they happen! Get to know your local counselor and never hesitate to reach out to them if you get stuck.

Washington PTAC is funded in part through a cooperative agreement with the Defense Logistics Agency. Our mission is to increase the number of government contracts and subcontracts won by firms in our region. Contact your Washington PTAC counselor at www.washingtonptac.org. Not in Washington? Find your PTAC at www.aptac-us.org.

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Government Contracting - Is it for You?

Top 10 Considerations

by Washington PTAC



The government can be a viable and profitable customer for your firm. But, it can also be overwhelming, complicated, and scary. How do you know if you should spend time and resources chasing a government contract? Before diving in headfirst, consider the following.

1. Do you know your customer? There is no easy button for success in government sector. There are as many pathways to success as there are agencies to sell to. Your customer could be state, federal, local and each has unique needs and methods of buying what you sell.
2. Do you know your limits? A government contract should be similar in size to contracts you've successfully executed in the past. Many businesses that fail in the marketplace do so because they land a contract that is too large for their cash flow and capacity. They simply can't ramp up in time to meet the government's performance requirements.
3. Do you know the rules? You will need to understand how government agencies buy and the role of purchasing thresholds. Each level of government has its own purchasing procedures dictated by the expected dollar amount of the purchase. These procedures inform how you promote your firm and market your services. For example, if what you sell is consistently over the federal direct buy threshold of \$10,000, you're looking at a competitive procurement that could take months to award and will have much longer payment terms than a direct buy purchase card transaction.
4. Are you willing to learn how to present yourself well on paper? A significant number of contracts are won after the firm submits a written proposal explaining in great detail the firm's approach to the work, safety plan, quality assurance plans, key personnel's qualifications, etc. Many firms fail in government contracting because they underestimate the time and resources necessary to master the art and science of proposal writing.
5. Are you patient enough? Adding government contracting to your revenue stream requires a long term strategy. If you're used to things moving fast and the ability to control the pace of your customer pipeline, you'll get frustrated quickly. There is also a steep learning curve to dealing with government customers. You'll need to em-

brace the process rather than fight it.

6. Do you know your profit margins? It's very easy in the government marketplace to lower your profit margins lower than what you should be comfortable with. Once you are awarded a government contract, you are locked in to providing what you said you would at the cost you proposed. It's up to you to know your breakeven point and if government contracting will be profitable for your firm.
7. Are you qualified? Government never wants to be your first customer and there is no silver bullet that will replace lack of experience. For instance, certifications (i.e. minority owned, women owned, veteran owned, etc) are a NICE to have, not a must have. A must have is that your firm offers a reliable, quality product or service with strong past performance.
8. Do you have strong cash flow? Government can be slow to pay. And, once you win a contract and perform well your customer may want to expand the scope. Can you handle a scope expansion? Additionally, in government contracting there will be unforeseen costs (i.e. increases in insurance, safety gear, expansion of back office paperwork).
9. Do you like to read legal documents? Ok, you don't have to like it, but you still have to do it. A government solicitation is a legal document that could be long and arduous. When there are any challenges with your government customer, the very first thing anyone will ask you is if you READ and UNDERSTOOD your contract. You won't find a sympathetic ear with government customers if you fail to read the terms. Additionally, you invoicing instruction are tucked in there which could be very important to understand up front.
10. Do you have a team? If you're new to government contracting you will want to support your internal team with external resources. PTAC can help you navigate the process, review bid proposals, and understand your competition. Other government funded programs including the Small Business Development Centers, Impact Washington, Minority Business Development Agency, and others can advise your business on other best practices for building your capacity. A good CPA, attorney, and proposal writer will round out your government contracting team.

Overall, bringing government in as a new client is similar to how you might consider bringing on any other new client – Can you serve them well? Do they fit your mission and long term business strategy? If you decide you're interested in diving in, start the process of researching the marketplace and consider attending one of PTAC's fun and interactive *Laying the Groundwork* or *Contracts and Coffee* events held around the state. Visit www.washingtonptac.org to learn more.

Washington PTAC is funded in part through a cooperative agreement with the Defense Logistics Agency. Find your local PTAC and see upcoming events at www.washingtonptac.org.



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TOP Tips for Winning a Government Contract for 2020

What do the 1,600 businesses that utilized PTAC services last year know that you don't? They 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 are 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 find a counselor near you and set an appointment, visit www.washingtonptac.org.



Lisa Lagerstrom, Economic Alliance Snohomish County

"Creating a strong business strategy to sell to government agencies is an essential part of your success in the marketplace. Use our website to find your local PTAC counselor and set an appointment to develop a roadmap for government contracting. Think of your PTAC counselor as a necessary tool in your toolbox."



Kathy Cocus, Kitsap Economic Development Alliance

"You know the old adage if it sounds too good to be true...? FREE assistance for government contracting sounds really good – and it's true! We can even review and critique your proposal before you submit – all at no-cost to you. Work with your local PTAC counselor today to determine your best way forward!"



Aleesha Roedel, Greater Spokane Inc.

"Lack of communication during the solicitation process and email bounce backs are two pet peeves of Contracting Officers. After reading through the solicitation, and meeting with your PTAC counselor, if you still have a question -ask the C.O.! Chances are you weren't the only person with that question. Also, keep your contact information up to date! Purchasing departments and C.O.s will remove you from their emailing list if they receive a bounce back when sending out solicitations or procurement opportunities."



Jody O'Connor, Tri-City Chamber of Commerce

"When you want to provide your services/supplies to the Federal Government, you must have your company registered

in the System for Award Management (SAM). This can and will most likely lead to your business being contacted by businesses that try to make you believe that you need their help with your SAM account, and they'll charge you thousands of dollars for their services. These are what we at PTAC refer to as "SAM SCAMS". Don't fall for them! Your SAM account is FREE, and assistance from your PTAC is FREE. Check with your local PTAC Counselor to be sure you're not being 'SAM SCAMMED'."



Jeannet Santiago, Southwest Washington PTAC

"To do business with the government, make sure you do these four things:

- Know your business and be clear on what you are selling
- Know your target agencies (local/federal)
- Know your finances and have a steady cashflow in your business
- Have your team (internal/partners) in place to be ready to compete"



Darrell Sundell, PTAC Counselor, Green River College

"Every year review your agency vendor registrations to ensure that the information is current and that you have included all appropriate industry codes and keywords that define what you offer. Don't forget about your profile in the SBA Dynamic Small Business Search which you can update by logging into SAM and completing the information on the SBA Supplemental pages. All of these registrations help to position your business to receive notices of potential opportunities and are free advertising for your firm."



Tiffany Scroggs, Program Director, Washington PTAC

"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."



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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
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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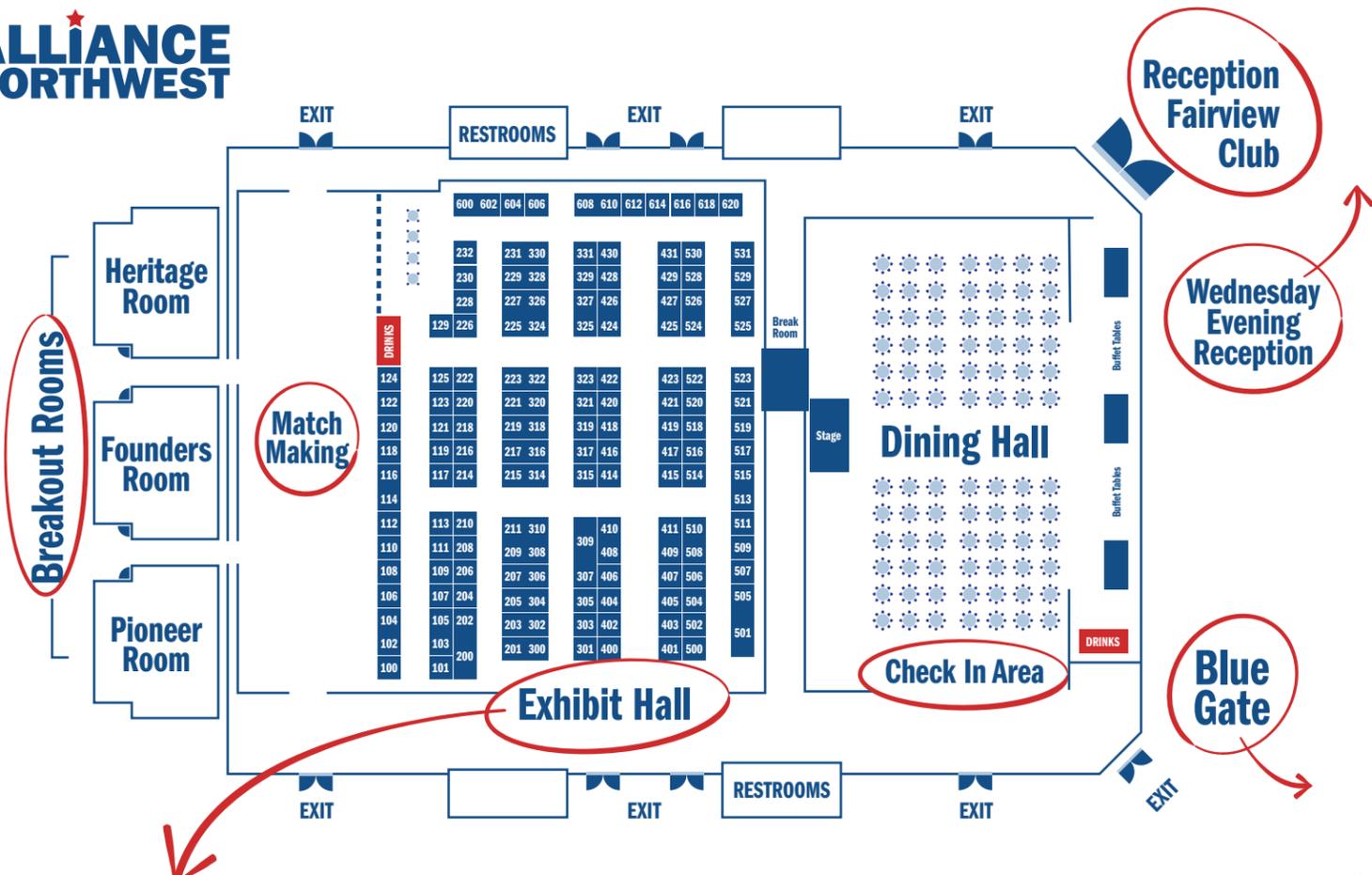
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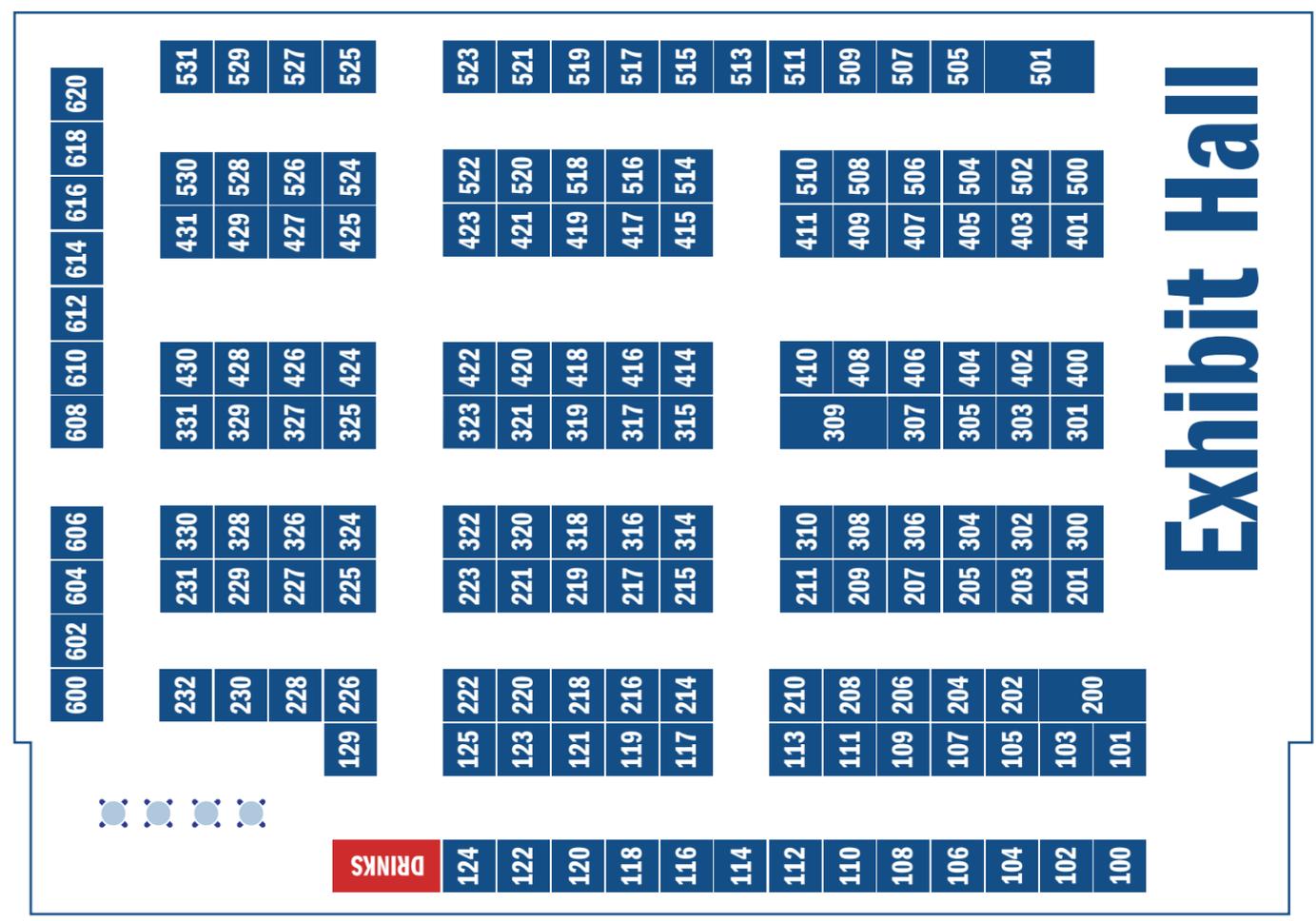


Alliance Northwest is coordinated by the Thurston Economic Development Council, in partnership with Washington Procurement Technical Assistance Center (PTAC) and federal agencies to provide businesses opportunities to connect with government buyers and prime contractors.



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Agenda

Wednesday March 4

4:00 – 6:00pm Alliance Northwest Evening Reception
Join Alliance Northwest speakers & exhibitors for this low-key, pre-event networking session at a NEW venue inside the Fairgrounds! Grab a drink and an appetizer and come mingle with us!

Thursday March 5

7:00 am Sign in & Registration

7:30 am Welcoming Remarks, Presentation of Colors Dining Hall
National Anthem by Gayla Duerr, Welcoming remarks 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 100+ 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 Panel Founders Room
Featuring representatives from federal, state, and local government agencies sharing upcoming opportunities and certification news including:

- *Alfie Alvarado, Washington State Dept of Veterans Affairs*
- *Stephen "Dale" Allen, Director of Contracting US Veterans Affairs*
- *Sharon Ridley, Office of Small and Disadvantaged Business Utilization, US Department of Veterans Affairs*
- *Erin Lopez, Business Diversity Initiatives Manager, Washington State Department of Enterprise Services*
- *Jeannet Santiago, Washington Procurement Technical Assistance Center*

VETERANS TRACK

9:30 – 10:20am Breakout Sessions 1

Understanding the NEW Consolidated GSA Schedule Heritage Room
Kenyon Taylor, Small Business Specialist, GSA
Understand the basics of doing business through one of the government's largest contracting vehicles: the GSA Schedule. Significant changes were recently implemented that combined all the GSA Schedules into one. Learn how to do market research on current schedule holders and find out if schedules are a good fit for your firm.

Doing Business with the State of Washington Founders Room
Erin Lopez, Diversity Initiatives Manager Kim Kirkland, IT Procurement Supervisor & Charles Wilson, Public Works Diversity Program Manager, Dept of Enterprise Services
Washington State spent nearly \$5 billion with the private sector for fiscal year 2018. Come learn from Department of Enterprise Services about the state's centralized bid system, upcoming opportunities, and tips and tricks for using state websites for market research.

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

Joint Venture Best Practices: Top 10 things every business needs to consider before partnering on a government contract Pioneer Room
Adam Lasky, Attorney at Law, Oles Morrison Rinker & Baker LLP
This session will discuss best practices around the SBA's All Small Mentor Protégé program and joint ventures in general. Changes to the SBA program will be discussed as well. Every business in or thinking of entering into a J/V agreement needs to hear this session!
VETERANS TRACK

10:30 – 11:20am Breakout Sessions 2

CMMC – The Moving Target Comes Into Focus Heritage Room
Michael Hamilton, CI Security
The Cyber Maturity Model Certification is the latest iteration of the Department of Defense effort to obtain supply chain security – first as a voluntary self-assessment and now a required third-party audit and certification process against a capability maturity model. Any firm doing business with DoD will need to be certified. The speaker will describe the model and how tiered compliance works, timelines, and how to prepare, and describe the process of engaging an accredited third party for examination.

HUBZone Update & Best Practices Founders Room
Facilitated by John Dicus, Opportunity Specialist at SBA
Hear updates on recent major changes to the HUBZone program followed by a facilitated discussion with successful HUBZone certified firms.

Searching Beta.Sam.Gov and other Market Research Tips Pioneer Room
Marnie Tyson, PTAC Counselor, Washington Procurement Technical Assistance Center
Still learning to navigate the new Beta.Sam.Gov for federal contracting opportunities? Hear from a daily user about the new system along with best practices for searching effectively.
VETERANS TRACK

11:45am Lunch, Networking & Keynote Speaker Dining Hall
Dr. Donna Peebles, Associate Administrator, Office of Business Development, US Small Business Administration
Information about SBA's Business Development Program Initiative and synopsis of recent and relevant regulatory program changes to government contracting programs that will impact small businesses.

1:00 – 4:00pm Exhibit Hall Reopens Exhibit Hall

Agenda

1:30 – 2:20pm	<p>Breakout Sessions 3</p> <p>Subcontracts: Pointers and Pitfalls heritage <i>Masaki (“Saki”) James Yamada & Brett M. Hill, Partners Ahlers, Cressman & Sleight PLLC.</i> In this workshop Saki and Brett will inform you on what they believe are some of the top subcontract provisions, such as provisions that will help ensure payment, that both subcontractors and general contractors should know about when working with Washington’s government agencies</p>	Heritage Room
	<p>Behind the Curtain of Federal Small Business Set-Asides <i>Yuri Dyson, Robert Rice, Pete Van Steyn & Randy Miller, Procurement Center Representatives; Small Business Administration</i> Explore how federal agency small business goals are determined and what happens if an agency does not meet them? How can small businesses or large primes use this info to be of value to these agencies? Learn how the market research phase performed by federal buyers is a crucial opportunity for small businesses to influence set aside decisions. Learn how SBA’s Procurement Center Representatives are involved in maximizing federal agencies’ use of small businesses.</p>	Founders Room
	<p>Proposal Writing For Success <i>Mona Carlson, Nova Group, Mary Jo Juarez Washington PTAC</i> Improve your win rate in a fun and interactive workshop. Facilitated by two experienced government proposal writers and reviewers, Mary Jo and Mona will share tips for your future proposal writing success.</p>	Pioneer Room
2:00 – 4:00pm	<p>1:1 Match Making Sessions Pre-scheduled 8 minute meetings between businesses and agencies/primes. Visit the matchmkaing registration desk for day-of registration.</p>	Match Making Area
4:00pm	Exhibit Hall Closes - Event Concludes	

Presenters & Speakers



Alfie Alvarado Ramos
 Alfie Alvarado serves as the Director of YOUR Washington State Department of Veterans Affairs. Alfie was born in Puerto Rico and served 22 years on active duty retiring in August 1993 as the Command Sergeant Major of Madigan Army Medical Center and Troop Command, Joint Base Lewis McChord. As WDVA Director, Alfie is a member of Governor Jay Inslee’s Executive Cabinet and serves as the Chair of the Governor’s Healthy and Safe Communities Council. She is Co-Chair of the Washington State Military Transition Council.



Mona Carlson
 Mona serves as the Small Business Liaison and Contracts Manager for Nova Group. She has 30+ years experience in Federal contracting specializing in construction contracting. She has had unprecedented success in contract analysis in dispute resolution and all aspects of post award construction contracting. Mona is an expert in proposal preparation & review, contract administration, FAR rights & remedies, change orders, claims/REAs, training, partnering, mentoring and all aspects of post award Government processes.



John Dicus
 John Dicus has been with the U.S. Small Business Administration (SBA) since 2013. He currently serves as the SBA Spokane Branch Lead Business Opportunity Specialist (BOS), a role which he took on in 2019. As Lead BOS, Dicus oversees the compliance and marketing of SBA certification programs for federal procurement throughout most of Washington state and northern Idaho.



Yuri Y. Dyson
 Yuri joined the U.S. SBA in 2012 after 20+ years as a federal contracting officer for the USDI-Bureau of Land Management and US Fish & Wildlife Service in western Oregon. She has procured and managed many complex construction, A-E, environmental remediation and IT contracts in western states. For six years, Yuri was an SBA Business Opportunity Specialist helping 8(a), Veteran-Owned, Woman-Owned and HUBZone certified firms succeed in the federal marketplace. In 2018, she was hired as the first Portland area Procurement Center Representative for the SBA’s Office of Government Contracting.



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. Michael is former Vice-Chair for the DHS State, Local, Tribal and Territorial Government Coordinating Council.



Brett Hill
 Brett M. Hill, a Member at Ahlers Cressman & Sleight PLLC, concentrates his practice on representation of the construction industry in a variety of matters. He has over a decade of construction litigation experience where he has handled numerous complex construction disputes for national and multi-national construction companies. He also regularly handles transactional/contract drafting matters for construction industry clients and has drafted and negotiated contracts totaling more \$500M in the last five years.



Mary Jo Juarez
 Mary Jo has over 30 years’ experience in government contracting, most recently working as a Navy Deputy for Small Business, helping the Navy meet their small business goals and educating small business firms in obtaining certifications, marketing, and opportunities with the federal government.



Kim Kirkland
 Kim Kirkland, an Information Technology (IT) Procurement Supervisor with the Department of Enterprise Services, has been a procurement professional for the state for 37 years. Her roles have included procurement and contracting, fixed asset inventory, office supply management, facility management, fleet management and vendor and resource management. Kim is passionate about making a difference for the state of Washington by attracting new vendors and customers, and making decisions based on vendor and customer feedback.



Adam Lasky
 Adam Lasky helps clients navigate and win government contracts. With experience litigating federal and state bid protests, Adam has a track record of success in multiple protests before the U.S. Court of Federal Claims, GAO and state/local agencies. 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. 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.



Erin Lopez
 Erin López Nielsen has 20 years of experience in economic development, small business programs, and supplier diversity. Erin is dedicated to procurement equity and inclusion at Department of Enterprise Services. She also has managed the statewide Procurement Technical Assistance Center, where she grew the value of contracts awarded to clients by 500%, and has held business technical assistance positions directly providing services to over 1,000 small and diverse businesses.

Presenters & Speakers, continued



Dr. Donna Peebles, D.M.

Dr. Donna Peebles joined the SBA in Washington, D.C. in May 2019. She is the Associate Administrator for the 8(a) Business Development Program, and serves as the 8(a) Certifying Official for all 8(a) applicants in the United States. Prior to joining the SBA, Dr. Peebles served as the Director, Office of Small Business Programs, at the Headquarters U.S. Army Corps of Engineers in Washington D.C. Dr. Peebles holds a Doctorate in Organizational Management and Leadership from the University of Phoenix, a Master of Science in Administration, and a Bachelor of Science in Business Administration from California State University, Fresno. She is a Federal Executive Board Pacific Leadership Academy Senior Fellow (July 2013), Certified Acquisition Professional APDP Level III, and an Army Acquisition Corps Member.



Robert J. Rice

Robert is the Procurement Center Representative (PCR) for the U.S. SBA, Office of Government Contracting, Area Office VI. He is responsible for the federal buying activities in western Washington that encourage increased small business participation in federal awards and for working with federal large prime contractors to increase small business subcontracting opportunities. Prior to the SBA, Robert worked as a Contracting Officer for the U.S. Navy's Office of Naval Research, the National Aeronautics and Space Administration (NASA) Langley Research Center, the U.S. Coast Guard, the U.S. Army Training and Doctrine Command, and the U.S. Navy Fleet Logistics Center Norfolk. He holds a B.A. in Business Administration from Virginia Wesleyan University.



Sharon G. Ridley

Sharon G. Ridley, MSW, LCSW is the Deputy Executive Director for the Office of Small and Disadvantaged Business Utilization (OSDBU) at the U.S. Department of Veterans Affairs (VA). Prior to her position with OSDBU, Ms. Ridley served as the Executive Director Network Support, leading initiatives to advance Secretary of Veterans Affairs priorities.



Jeannet Santiago

Jeannet Santiago is a Business Consultant for the Washington Procurement Technical Assistance Center in SW Washington. She assists small businesses in the government marketplace. She assists innovators with SBIR/STTR grants and is certified by the US Veterans Affairs as a CVE Certification Assistance Counselor. Her background consists of design, graphics, marketing, media, print, publication and entrepreneurship.

Kenyon Taylor

Kenyon Taylor serves as a small business specialist for the US General Services Administration Office of Small Business Utilization in Region 10, the Northwest/Arctic Region which serves Alaska, Idaho, Oregon, and Washington. Kenyon has many years of experience helping small, disadvantaged, veteran, service-disabled veteran, HUBZone, and women business owners businesses navigate GSA.



Marnie Tyson

Marnie is a strong business advocate with experience at Native PTAC, Washington PTAC, the Northwest Women's Business Center, the WSU SBDC, and as a part time faculty with Edmonds Community College. Marnie has experience in online communications, streamlining sales and business processes, and development of training and procedure manuals. She is adept at helping business owners find their focus and fit in private and public marketplaces.

Charles Wilson

Charles Wilson has over 30 years of experience leading equity and inclusion work in public sector spending. His work resulted in the Department of Enterprise Services receiving the National Association of Minority Contractors Public Agency of the Year award. Charles also founded small business inclusion programs while at the City of Tacoma, which continue today. He has held leadership positions with Washington State Department of Transportation, was a small business owner, and directed a statewide minority health care non-profit agency headquartered in Seattle.



Masaki James 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). 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.

Sponsors, Exhibitors & Attendees

Abbott Construction

Chris Lee
3408 1st Ave S, Seattle WA 98134
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Large Business
DUNS 102898335 CAGE 5SRG6



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Founded in 1983, Abbott Construction is a progressive West Coast commercial construction company known for our 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 including but not limited to retail, health-care, non-profit, commercial office, mixed-use developments, exterior remediation, and seismic improvements.

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Large Business
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500

Absher Construction Company is one of Northwest's largest, oldest and most diverse construction organization. Absher is committed to identifying small business sources and creating opportunities for them to provide subcontract services, supplies and materials in support of Absher prime contracts. Absher is looking for small and small disadvantage business concerns across all areas of construction including SDVOSB, MWBE, DBE, WOSB, Native American, HUBZone, VOSB, and SDB firms.

Advanced Government Services, Inc

Arti O'Brien
8644 Pacific Avenue
Tacoma WA 98444
253-531-9782 arti@advancedgovernmentservices.com
www.advancedgovernmentservices.com
Small Business



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Woman Owned SB | Minority Owned SB
Since 2003, Advanced Government Services, Inc. (AGS) has delivered superior traffic control services and road safety equipment across WA state. We offer traffic control, sign installation, traffic control plan design, equipment, UPO/WSP staffing, sign rental, PPE and more. Our most important job is making sure everyone gets home safely. Our areas of expertise high visibility/complexity traffic control, highway, arterial, bridge/airport, Stormwater/Sewer

BRONZE SPONSOR

Ahlers Cressman & Sleight

Masaki Yamada
999 3rd Ave, Suite 3800
Seattle WA 98104
206-287-9900 masaki.yamada@acslawyers.com
www.acslawyers.com
Small Business
From small business issues to multi-million dollar litigation,



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we actively represent our construction clients and aggressively protect their interests. Our mission is to provide the highest quality legal services, performed timely and at a reasonable price. Our firm represents general contractors, subcontractors, owners, developers, design professionals, and suppliers involved in both public and private construction projects throughout the western United States and Alaska. We provide our clients with legal services that range from contract negotiations, to bid disputes, to payment claim resolution.

Altman Browning and Company

Kay Altman
13315 NE Airport Way, Suite 800
Portland OR 97230
971-563-6487
altman@altmanbrowning.com www.altmanbrowning.com
Small Business
DUNS 931056515 CAGE 3HG4
Woman Owned SB



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Our experience includes designing customized equipment for clients, and manufacturing, installing and verifying equipment is built to the standards required. At times, our company is the Engineer of Record, signing off on analysis, drawings and reports. Our strength is in integrating best-in-class standard components into our custom equipment. Using a systems approach, we employ best-practices to complete the engineering design and analysis. This approach stands in contrast to OEM suppliers who can only configure their existing products to try to fit the customer's requirements.

American Indian Chamber Education Fund PTAC

Jeremy Sandoval
713 Jadwin Avenue, Suite 9,
Richland WA 97471
509-581-7505 Jeremy.sandoval@aicccal.org
www.aicef-ptac.org/
Non-Profit



505

The 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.

Army Corps of Engineers - Alaska District 520

Kathy Kinnett
2204 Talley Ave., Room 33
Joint Base Elmendorf-Richardson AK 99504
907-753-5557
kathy.j.kinnett@usace.army.mil
www.poa.usace.army.mil
Government Agency



The US Army Corps of Engineers, Alaska District provides vital public engineering services in peace and war to strengthen our nation's security, energize the economy and reduce risk from disasters in Alaska and the Indo-Asia-Pacific Region. Since it's establishment in 1946, more than a decade before statehood, the Alaska District has served as the nation's leader in arctic engineering and construction

Army Corps of Engineers, Alaska District cont'd.
to forge an influential role in the development of the "Last Frontier."

**Army Corps of Engineers
Northwestern Division**
Christopher Harper
1201 NE Lloyd Blvd., Portland OR 97232
503-808-4000
Christopher.P.Harper@usace.army.mil
www.nwd.usace.army.mil
Government Agency



**US Army Corps
of Engineers**

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The Northwestern Division's primary civil works missions encompass flood damage reduction, navigation, hydropower, fish and wildlife, water quality, irrigation, recreation, and disaster response. Within its jurisdiction are 77 dams and reservoirs, 29 hydropower plants, and 1,600 miles of navigable channels. Major military programs include providing design and construction support to 55 major Army and Air Force installations and dozens of smaller ones. NWD executes these missions through 5 Districts; Omaha, Kansas City, Walla Walla, Seattle and Portland.

**Army Corps of Engineers -
Portland District**

Carol McIntyre
333 SW 1st Ave, Portland OR 97204
503-808-4602
carol.a.mcintyre@usace.army.mil
www.nwp.usace.army.mil
Government Agency



519

USACE Portland District Provides engineering services to the Pacific Northwest & Nation to strengthen our security, promote a strong economy & enhance environmental sustainability. The District encompasses nearly 97,000 square miles of land & water in Oregon & southwestern Washington. Portland District's mission is to help to balance the region's competing needs for Navigation by improving & maintaining navigation for economic development & safety, Fish & Wildlife Habitat by restoring, enhancing & maintaining ecosystems, Flood Damage Reduction, Hydropower, Disaster Recovery, Irrigation, & Healthful Recreation Opportunities.

**Army Corps of Engineers -
Seattle District**

John Solomon
4735 East Marginal Way, Seattle WA 98124
206-316-3990
john.s.solomon@usace.army.mil
www.nwp.usace.army.mil
Seattle District provides military and civil public works services as well as support for other agencies. The district also plays a key role in environmental protection and improvement—from protecting wetlands to ecological restoration and cleaning up hazardous and toxic waste pollution.



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**Army Corps of Engineers -
Walla Walla District**

James Glynn
201 North Third Avenue
Walla Walla WA 99362
509-527-7434 james.glynn@usace.army.mil
www.nww.usace.army.mil/Business-With-Us/Small-Business
Government Agency



**US Army Corps
of Engineers**

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U.S. ACE, Walla Walla District is a civil works organization, accountable and responsible to the Northwestern Division for the efficient execution of its assigned programs. We provide a full range of civil functions, and we are prepared to accept the challenges of any additional program in times of war, peace, natural disaster, or national emergency. Our Mission: Construct, operate, maintain, and secure multipurpose infrastructures to energize the economy, reduce flood risk, and serve as stewards of water resources for the Snake River Basin and the Nation.

Baker Fullbody Products

Scott Baker
21491 Viking Way NW
Poulsbo WA 98370
360-779-7273 scott@bakerhanger.com
www.bakerhanger.com



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Small Business
DUNS 123827433 CAGE 1UWD2
Minority Owned SB

Baker Hanger has been the premier hanger for wetsuits, drysuits, tactical gear and industrial garments for the last 26 years. Baker Fullbody Products manufactures the Baker Hanger Product line in the Northwest based in Poulsbo WA. Baker began delivering quality products and exceptional customer service 26 years ago and continues to provide complete customer satisfaction. We specialize in apparel hanging systems for Federal and State Agencies, Businesses, and more. We engineer and manufacture special need orders and supplies.

Bartlett Tree Experts

Sterling Malcomson
19331 21st Ave W
Lynnwood WA 98036
206-391-1535 smalcomson@bartlett.com
www.bartlett.com



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Large Business

Arborists in our Seattle office are committed to helping local residents and businesses maintain beautiful, healthy trees and shrubs. Our arborists are experts in diagnosing and treating tree and shrub problems specific to the Seattle area. We can provide customers with benefits that just aren't available from other Seattle tree services. Bartlett Tree Experts was founded in 1907 and is the world's leading scientific tree and shrub care company with offices around the United States. We can help with most any tree, shrub, or insect management issue.

Bowen Scarff Ford

Brent Schwartznau
1157 Central Ave N
Kent WA 98032
253-852-1480
brentschwartznau@bowenscarff.com
www.bowenscarff.com



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Small Business

Serving your commercial fleet for over 60 years by effectively assisting in the acquisition of vehicles and maintaining your current models. We help reduce the ownership cost of your commercial vehicles. We are the premier source of fleet sales in the Seattle area. You simply won't find more commercial vehicles for sale in Kent then you will at Bowen Scarff Ford. We look forward to working with you

Bureau of Reclamation

Kasey Aldrich
1150 N Curtis Rd
Boise ID 83706
208-378-5107 kaldrich@usbr.gov www.usbr.gov
Government Agency



BUREAU OF
RECLAMATION

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Burton Construction, Inc.

Jim Anderson
3915 E Nebraska Ave
Spokane WA 99217
5092209148 JAnderson@burtonconstruction.net
www.burtonconstruction.net



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Small Business

DUNS 020284522 CAGE 1FGX7
Veteran SB | VA Verified Veteran Owned Small Business | SDVOB | Minority Owned SB
Burton Construction, Inc. (BCI) was established in 1978. A minority-owned and service-disabled veteran-owned small business, BCI operates almost exclusively in the Public Works and Federal Contracting arenas. Our mission is to be the builder of choice for our customers; to ensure that the service we provide is not simply an exceptionally finished project, but the achievement of the highest level of customer satisfaction through communication, accountability, and superior performance by every member of our BCI Team.

Business Impact NW (VBOC/WBC)

Amber Bittner
1437 S. Jackson St.
Seattle WA 98144
206-324-4330 amberb@businessimpactnw.org
www.businessimpactnw.org



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Non-Profit

Business Impact NW works together with you, the Veterans Business Outreach Center as well as the WA Women's Business Center, to provide the coaching, classes and capital you need to successfully launch and grow your business.

Centennial Contractors, Inc.

Will Barry
17134 I Street,
Joint Base Lewis-McChord WA 98433
253-912-1910 wbarry@cce-inc.com www.cce-inc.com



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Large Business

Centennial is a national leader in the performance of Job Order Contracting (JOC). With more than 30 offices across the nation, Centennial manages in excess of 60 active multi-year contracts. On many projects, Centennial provides preconstruction services to add value through greater collaboration on design, scheduling, materials and competitively procuring needed services. Services continue through facility commissioning and warranty, assuring continued value through operations. We believe strong subcontractor partners are vital to our success on every job.

Center for Business and Innovation

James Davis
4220 6th Avenue SE, Lacey WA 98503
360-464-6051 jdavis@thurstonedc.com
www.thurstonedc.com/cbi
Non-Profit



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The Center for Business & Innovation (CB&I) exists to support business with services and resources to achieve success. No matter what you and your business need, our center's resources will help you accelerate your business learning and planning, to start a business or grow your business faster and more successfully. Take advantage of the CB&I's experience-proven advice to help you turn your business idea into a reality, or expand your existing business.

CH2M HILL Plateau Remediation

Brandis Wood
825 Jadwin Avenue
PO Box 1600
Richland WA 99352
509-376-6791 brandis_j_wood@rl.gov
www.chprc.hanford.gov



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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.

City of Seattle

Katia Garcia
700 5th Ave Ste 4112, PO Box 94687
Seattle WA 98124
206-733-9155 katia.garcia@seattle.gov
www.seattle.gov/purchasing-and-contracting/purchasing



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Government Agency

Visit the Purchasing and Contracting website <http://www.seattle.gov/purchasing-and-contracting/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 Seattle

Carmen Kucinski
700 5th Ave Ste 4112, PO Box 94687
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www.seattle.gov/purchasing-and-contracting/purchasing



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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.

Coast Guard, USCG

Tim Price
1519 Alaskan Way S, Seattle WA 98134
206-217-6381 Tim.j.price@uscg.mil
Government Agency



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US Coast Guard Base Seattle SAP office covers OR, WA, Idaho and Montana area. Supports units with contracting and pro-

Sponsors, Exhibitors & Attendees

Coast Guard, USCG cont'd.

curement of construction, services and supplies within the SAP threshold limits.

Complete Contract Consulting LLC 322

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www.completecontractconsulting.com



Small Business

DUNS 081138763 CAGE 830N0
Woman Owned SB | Minority Owned SB | HUBZone Certified
Complete Contract Consulting is a woman owned nationwide consulting firm. Leveraging over thirty years of experience assisting businesses in winning contracts through our bid proposal writing services, certification assistance, permitting & license, subcontractor management and compliance related document management. We have assisted hundreds of businesses to acquire contracts by sourcing the bid and actually writing the proposal on their business behalf. We have helped businesses increase their revenue through government and private sector contracts. Many of our clients received their very first contract through us.

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Contrack Watts, Inc. 507

Loretta Cruz
6862 Elm Street, 5th Floor,
McLean VA 22101
671-788-9894 lcruz@ctrack.com
www.contrackwatts.com



Large Business

DUNS 154591549 CAGE 05S74
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.

Defense Logistics Agency - Maritime Puget Sound 516

Michael Ozols
467 W Street, Bremerton WA 98314
360-813-9298 michael.ozols@dla.mil
www.dla.mil/LandandMaritime/Locations/Puget-Sound/
Government Agency



With a robust staff comprised of logistics professionals co-located between Bangor Sub Base in Silverdale, WA, and Puget Sound Naval Shipyard in Bremerton, WA, 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 Management, Material Project Support, Distribution, Receiving, and Administration. Together we maintain the vision set forth, and we are "Focused on the War-Fighter First"!

Department of Veterans Affairs, Network Contracting Office 20

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360-852-9850 Stephen.Allen3@va.gov
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Government Agency



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Diversified 100

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Tukwila WA 98188
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Large Business

DUNS 144145333 CAGE 3T0D9
is a leading global technology solutions provider delivering a comprehensive suite of solutions to help a diverse clientele achieve the highest performance levels, enhance their operations, increase productivity and drive ROI. With solutions that are experienced by millions every day, our mission is to enable a digital future—connecting people, technology and experiences, where and when it matters most. Founded in 1993, we're a global organization serving local needs. Learn more at diversifiedus.com

DOCKIT CONSULTING, LLC

CeCe Aguda
1278 Canterbury Lane
Oak Harbor WA 98277
360-682-8222 caguda@dockitconsulting.com



Small Business

DUNS 079783891 Woman Owned SB | Other: SBA 8(a) firm
DockIt is a small, woman-owned business, WBE certified by the California Public Utilities Commission, and participant in the SBA 8(a) program. DockIt provides project management assistance, obtains land rights and permits for development of utilities (renewable energy, transmission lines), assists in land right renewals over Federal, tribal and trust land, prepares NEPA documents, process manuals, and other services as requested. Clients: Indian Health Service, Clearway Energy Group, Tucson Electric Power, Southwestern Power Group. Sub-consultant team provides ancillary services. Licensed Professional Civil Engineer – Arizona.

Doyon Management Services, LLC 323

Andrew Chandler
3450 South 344th Way, Suite 100
Federal Way WA 98001
253-344-5368 bd@doyongovgrp.com
www.doyongovgrp.com/



Small Business

DUNS 142792824 CAGE 3Q5P2
Minority Owned SB
Doyon Management Services, LLC (DMS) is a Minority-Owned, 8(a) Small Disadvantaged Business providing comprehensive design-build, design-bid-build and bid-build solutions for U.S. federal agencies. DMS is currently working for several federal agencies across the country executing a wide range of projects including: new construction/additions, renovation/repair/up-

grades, vertical and horizontal construction, roofing, as well as civil and maintenance types of work.

EHS-International, Inc. 314

Lawrence Toimil
1011 SW Klickitat Way, Suite 104
Seattle WA 98134
206-381-1128 larryt@ehsintl.com
www.ehsintl.com/



Small Business

DUNS 956977904 CAGE 3KVL5
EHS-International, Inc. (EHSI) specializes in environmental consulting, hazardous materials management, industrial hygiene, 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 small business and a mentor in Spees-EHSI JV LLC, a SDVOSB mentor-protégé JV. www.ehsintl.com

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Excel Supply Company 309 & 311

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www.excelsupplycompany.com

Small Business

DUNS 928913409 CAGE 1KQW8 Woman Owned SB | Minority Owned SB | HUBZone Certified
Excel Supply Company is a leading importer, manufacturer and distributor of medical, safety, office and janitorial supplies. With 26+ years of experience with state, local and federal government and FSS Contracts, Excel constantly exceeds expectations and commits to the achievement of uninterrupted supply chain solutions to its customers. The Glove Lady's® or the Supply Lady's® slogan is to provide supplies "Where your price meets your budget"™. We add custom logo to most products and manufacture custom made products. Manufacturer of GloGlove.com in WA State. www.excelsupplycompany.com

Fairchild AFB 517

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www.fairchild.af.mil/
Government Agency



Fairchild's is the Air Force's tanker fleet on the west coast. The 92d Air Refueling Wing, the 141st Air Refueling Wing, the 336th Training Group, and the associate units at Fairchild, and the Spokane community have forged an impressive relationship. Team Fairchild preserves a legacy of excellence that began over 74 years ago by providing responsive, precise air refueling and operational support for a full range of military operations. 92d Contracting Squadron provides \$35M-\$60M in contract support annually awarding contracts for construction, services, and commodities.

Federal Emergency Management Agency (FEMA) 429

Richard Albidress
7009 161 Street Ct. E
Puyallup WA 98021
425-487-4769 richard.albidress@fema.dhs.gov
www.fema.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.

FLIR SYSTEMS INC 407

Chris Babikoff
27700 SW Parkway Ave
Wilsonville OR 97070
503-498-3547 chris.babikoff@flir.com www.flir.com



Large Business

FLIR Systems, Inc Government and Defense Business unit designs and manufactures thermal imaging and radar surveillance systems and turn-key integrated sensor solutions to governmental entities across the globe. Our customers benefit from the valuable information these portable and fixed systems provide in applications such as force protection, airborne, and ground based surveillance, search and rescue, law enforcement, border and maritime security. FLIR continually searches for supply partners who can provide high quality components and lean manufacturing based production requirements (especially machined parts, cable assemblies, PCBAs and Optics).

FreedomWeeder Company LLC 530

Johnny Tuttle
P.O. Box 444, Tieton WA 98947
509-673-0014
contactus@freedomweeder.com
www.freedomweeder.com



Small Business

DUNS 079646843 Veteran SB
This company is dedicated to making people's lives better by producing a 4 in 1 environmentally safe weed killer. We also have environmentally safe fertilizer solutions too.

General Services Administration 419

Kenyon Taylor
400 15th St SW, Auburn WA 98001
253-931-7956 kenyon.taylor@gsa.gov
www.gsa.gov



Government Agency

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

Sponsors, Exhibitors & Attendees

GeoEngineers, Inc. 117
 Andrea Rocha
 1101 Fawcett Ave, Suite 200
 Tacoma WA 98402
 206-518-5144 arocha@geoengineers.com
 www.geoengineers.com
Large Business
 DUNS 018982918 CAGE 09T50
 GeoEngineers offers an integrated suite of services for companies looking to build communities, harness and manage the earth's resources, and move both products and people. Using earth science and engineering expertise, we help our clients find a balance between human needs and the earth's physical systems. Since our founding in 1980, we have successfully completed more than 48,000 projects worldwide for clients in the energy, transportation, water and natural resources, development and Federal markets.



GLS 227
 Tom Fernwault
 4000 Executive Parkway, Suite 295
 San Ramon CA 94583
 800-322-5555 amedeiros@glus-us.com www.glus-us.com
Large Business
 When your government agency is routinely shipping sensitive information, we understand that a reliable shipping carrier is of the utmost importance. General Logistics Systems US, Inc. (GLS), has been offering customized delivery solutions for thousands of government entities since 1995. As a NASPO approved delivery provider with a government industry focus, our dedicated team can help streamline your agency's shipping efforts by providing increased shipment visibility and on-time deliveries at cooperative approved rates. Talk to a government shipping expert today at 800-322-5555 or visit www.glus-us.com.



BRONZE SPONSOR
Granite Construction 401
 Andrew Thompson
 1525 East Marine View Drive
 Everett WA 98201
 425-551-3171 andrew.thompson@gcinc.com
 www.graniteconstruction.com
Large Business
 Since 1922, Granite has become one of the largest diversified construction companies in the United States, with a strong regional presence. From developing data center sites in rural Quincy to partnering with Sound Transit on the Light Rail Operations and Maintenance Facility in Bellevue, Granite strives to build relationships and value for our clients. Our decades of heavy-civil contracting experience, along with a regional footprint of 13 offices in the Pacific Northwest, help our clients build projects safely, on-time, within budget, and with industry-leading quality.



Green Project Solutions Group
 Larry Adeyemi
 12345 Lake City Way NE, Ste. 265
 Seattle WA 98125
 206-778-6551 contact@greenprosol.com
Small Business
 DUNS 709810876 CAGE 7EJV7 Minority Owned SB



Green Project Solutions Group (GreenPros) provides fully integrated mechanical, electrical and plumbing (MEP) engineering services to public and private businesses. We work closely with client, architect and stakeholders to create resilient, sustainable, flexible and long-term value assets. Our dedicated professionals with multidimensional expertise in energy, water and green engineering practices create solutions that eliminate costly and inefficient equipment and negative environmental effects on buildings and commercial facilities. GreenPros' added value solutions include construction management, document control, inspection, cost estimate and commissioning services.

Hamilton Construction 331
 Buck Allen
 1850 SW 93rd Ave
 Olympia WA 98512
 541-359-8097 ballen@hamil.com
 www.hamil.com
Large Business
 Hamilton Construction started in OR as a small firm installing concrete road and irrigation systems in 1939. While we have made a name for ourselves with major bridge replacement and rehabilitation, we work on a variety of large heavy civil construction projects. Hamilton has an emphasis on transportation projects, but our true specialty is building with limited and difficult project access. We understand the complexities associated with working in high-traffic urban zones, populated recreational areas, sensitive natural habitats, short work windows, and remote project locations.



Hensel Phelps 102
 Katie Rundquist
 15375 SE 30th Place, Suite 110
 Bellevue WA 98007
 425-646-2660 krundquist@henselphelps.com
 www.henselphelps.com
Large Business
 DUNS 102780392 CAGE 0EFZ0
 Hensel Phelps is a large national prime contractor performing work primarily in Western WA. We are looking for trade partners who perform work in the South Sound, Seattle Metro and Whidbey Island area. Partners who qualify as small/disadvantaged businesses both federally and through OMBE/SCS are of interest.



BRONZE SPONSOR
Hoffman Construction Company 101
 Marjorie Chang Fuller
 600 Stewart Street, Suite 1000, Seattle WA 98101
 206-953-2181
 marjorie-changfuller@hoffmancorp.com
 www.hoffmancorp.com/
Large Business
 Hoffman Construction started in 1922 as a family-owned contractor, building apartments and factories. Today we have grown to become one of the largest contractors in the Northwest, responsible for some of the most challenging projects. We welcome projects of all sizes, are committed to delivering the highest level of value and service to every customer. We thrive on challenges that call for innovative solutions. We believe the key to our success lies in the extra measure of creativity we bring to the art of building.



HPMC Occupational Medical Services 405
 Marcus Casey
 1979 Snyder St, Richland WA 99354
 509-372-0882 marcus_a_casey@rl.gov
 www.hpmcorporation.com
Large Business
 DUNS 012911892 CAGE 1WHJ8
 The HPMC Occupational Medical Services provides comprehensive occupational medicine and occupational health related services to over 9,000 Hanford workers in professional, technical, administrative, and craft occupations. The diversity and complexity of work performed at Hanford requires a high quality, robust, and responsive occupational medical program. HPMC OMS is proud of our employees who are responsible for delivering high caliber, high quality, and compassionate care to Hanford's workforce, and we are honored to be a prime contractor to the DOE.



Impact Washington 108
 Miguel Moreno
 3303 Monte Villa Parkway
 Bothell WA 98021
 425-287-6808 mmoreno@impactwashington.org
 www.impactwashington.org
Non-Profit



Indian Health Service 420
 Mimi Hetzel
 701 5th Ave, Ste. 1600
 Seattle WA 98104
 206-615-2465 mimi.hetzel@ihs.gov
 www.ihs.gov/des/
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 Native American Tribes and Area Offices with the following services: •A/E Services •Design and Construction Project Management and Contracting Support •General Technical Consultation regarding Planning, Design, and Construction •Leasing Support



Insta-Pipe Inc. 302
 Randy Wilkinson
 855 Trosper Rd., 108-204
 Tumwater WA 98512
 360-943-5840 randy@insta-pipe.com
 www.insta-pipe.com/
Large Business
 DUNS 831588707
 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 & HDPE fusing, manhole repair, rehabilitation & vacuum testing, CCTV (camera) inspections, small and large pipe, residential commercial industrial and municipal projects



James G. Murphy Auctioneers 223
 Todd Meyers
 18226 68th Ave NE, Kenmore WA 98028
 425-486-1246 ray@murphyauction.com
 www.murphyauction.com
Small Business
 DUNS 071834790 CAGE 3P3X0
 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.



Joint Base Lewis McChord 546
 Jennifer Mitchell
 2015 4th Street, JBLM WA 98433
 253-966-9978
 Jennifer.A.Mitchell38.civ@mail.mil
 www.micc.army.mil/installations/jblm/
Government Agency
 The Mission and Installation Contracting Command-Joint Base Lewis-McChord (MICC-JBLM) provides support to Army and Air Force customers on the joint base as well as Army requirements at Yakima Training Center, WA. Our procurements include supplies, services, minor construction, utilities, and grant-cooperative agreement support. The office also provides contracting support for installation support services to other MICC offices in the 418th Contracting Support Brigade area of responsibility.



BRONZE SPONSOR
Kiewit Infrastructure West Co. 510
 Dennis Ahl
 33455 6th Avenue South
 Federal Way WA 98003
 253-943-4070 dennis.ahl@kiewit.com
 www.kiewit.com
Large Business
 DUNS 144980075 CAGE 1D6M8
 Kiewit is a large heavy construction prime contractor specializing in light rail/transit projects, state highway construction, building bridges & marine facilities, and other building work. Kiewit's Pacific Northwest focus is as a Prime Contractor for public agencies including WSDOT, U.S. Army COE, Sound Transit, US Navy, King County, and Port Authorities among others. On both public and private infrastructure projects, Kiewit looks to partner with small and disadvantaged subcontractors and suppliers. When we work together, your small business success is our success.



King County Architecture, Engineering & Construction 216
 Cristal Moreno
 401 5th Ave., Third Floor
 Seattle WA 98104
 206-477-7972 cristal.moreno@kingcounty.gov
 www.kingcounty.gov/depts/finance-business-operations/
 procurement.aspx
Government Agency
 Get a sneak peek at our list of Upcoming Capital Projects. This year we're expecting 60+ projects, worth over \$390 million. And be sure to ask our contract specialists about roster membership. (Roster



Sponsors, Exhibitors & Attendees

King County Architecture, Engineering & Construction cont'd. projects are small, unadvertised contracts that only roster members may bid on.) Roster projects are a great fit for small firms.

King County Business Development and Contract Compliance

Laura Preftes
401 5th Avenue, Suite 300, Seattle WA 98104
206-477-9734 laura.preftes@kingcounty.gov
www.kingcounty.gov//BDCC



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.

King County Goods & Services

Lourdes Bonifacio
401 5th Ave., Third Floor, Seattle WA 98104
206-477-7972 lbonifacio@kingcounty.gov
www.kingcounty.gov/depts/finance-business-procurement.aspx



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.

Knight Const. & Supply Inc.

Carolyn George
2601 E 6th Street, Deer Park WA 99006
509-276-2229
cgeorge@knightconst.com



Large Business
DUNS 056054380 CAGE 1GP13
Knight Const. & Supply, Inc. is a Heavy Industrial General Contractor that performs heavy construction projects throughout the Pacific Northwest and Midwest. We complete dam repair, crane rehab & replacement, mining, plant maintenance and fire protection. We also have a manufacturing and fabrication facility. We operate with a strong focus on both safety and efficiency, Knight is the first choice for heavy industrial construction.

Korsmo Construction

Rachael Pease
1940 E D St, Ste 300
Tacoma WA 98421
253-389-3793 rachaelp@korsmo.com
www.korsmo.com



Large Business

Lamons Gasket Co.

Robert Johnson
2470 Salashan Loop,
Ferndale WA 98248
360-527-4361 Robert.Johnson@Lamons.com
www.lamons.com



Large Business
DUNS 07685642 CAGE 4MF83
Lamons is one of the largest gasket, bolt and hose assembly manufacturers in the world. We are committed to quality and local service. Our major manufacturing facilities are in Houston and Denver, U.S. with additional supporting manufacturing branch sites throughout the U.S., Canada, Europe and the Far East. We also utilize many licensees and distributors strategically located to provide customers the widest selection of gasket materials, fasteners and hose products readily available.

Lancs Industries

Anibeth Ruiz
12704 NE 124th St, Bldg 36
Kirkland WA 98034
425-823-6634 aruiz@lancsindustries.com
www.lancsindustries.com/



Large Business
Lancs Industries manufactures nuclear and radiation shielding products, and protective clothing such as glovebags and sleeving, which reduce risk and increase the safety of workers in potentially hazardous environments. Our products are used to prevent the spread of contamination and reduce exposure in radioactive arenas such as nuclear power plants, Department of Energy cleanup sites and laboratory facilities, and naval shipyards. Material selection, functional design and dimensions can all be uniquely specified by the customer. Lancs will build to order your custom shielding products.

LONG Building Technologies, Inc.

Melissa Gelowitz
800 SW 34th St, Suite A
Renton WA 98057
206-565-9115 mgelowitz@long.com www.long.com



Large Business
DUNS 062744495
LONG Building Technologies engineers, secures, services, and automates systems in commercial buildings. Our markets include education, healthcare, military, agricultural, industrial, and government, among others. We utilize over 50 years of experience to always deliver innovative solutions while positively impacting every person our business touches. With locations in Colorado, WA, Wyoming, Utah, OR, Montana, and Alaska, we can offer technology and support in Building Automation, HVAC Equipment, HVAC Service, Security Solutions, Energy Services, and Parts, and be a single source for a variety of building needs.

MACKENZIE

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



Large Business
DUNS 604264395
Mackenzie has a long history of providing cost-efficient and cre-

ative design solutions to a broad array of federal clients. These clients have included the USPS; US Army; US Navy; US Air National Guard; US Army Corps of Engineers; the Architect of the Capitol; the US VA; the Federal Aviation Administration; the Bonneville Power Administration; the US Forest Service; the US General Services Administration; the US FDA; and quasi-governmental entities such as the Port of Seattle and the Port of Portland.

BRONZE SPONSOR

Manson Construction

Melinda Martirosian
5209 E. Marginal Way S
Seattle WA 98134
206.764.8557
MMartirosian@mansonconstruction.com
www.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.

Mericka Group LLC

Shane Hadaller
3331 Washington Way, Longview WA 98632
907-201-1702 shane.hadaller@merickagroup.com
www.merickagroup.com

Small Business
Mericka Group - Proven Industry Leaders, Mericka Group is comprised of individuals that have been in the Multi Services Industry for many years. The ownership and management team have brought the vast knowledge and experience they have accumulated over the years to Mericka Group and it is evident in every project they do.

Migizi Group, inc.

Jason Souza
17921 Bothell Everett Hwy, Suite 102
Bothell WA 98012
425 398 2300 jsouza@migizigroup.com
www.migizigroup.com



Small Business
DUNS 79087528 CAGE 700W8
MGI is a small business formed in 2012 through an incorporation of environmental, geotechnical and health and safety professionals with an average of 20+ years' industry experience and involvement within the Western United States.

Minority Business Development Agency (MBDA)-Tacoma Business Center

Ivan Golovkin
747 Market Street, Room 808
Tacoma WA 98402
253-591-5239 MBDA@CityofTacoma.org
www.mbda-tacoma.com



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 over 30 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.

BRONZE SPONSOR

MRSC Rosters

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Seattle WA 98121
206-625-1300 tanderson@mrsc.org www.mrscrosters.org



Non-Profit
MRSC Rosters is the only directory that connects businesses with 600 public agencies in WA State. Participating agencies run thousands of searches for businesses in MRSC Rosters every month and contract with our business members for small public works projects, consulting opportunities, and goods and services. Register your business today for free.

Naval Facilities Engineering Command Northwest (NAVFAC NW)

Jim Niles
1101 Tautog Circle, Silverdale WA 98370
3603155440 james.niles@navy.mil
www.navfac.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 contingency 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 Keyport

David Walz
610 Dowell St, Bldg 206
Keyport WA 98345
360-315-6791
david.e.walz@navy.mil



Government Agency
As one of two divisions of the Naval Undersea Warfare Center (NUWC), mission is focused on developing and applying advanced technical capabilities for test and evaluation, in-service engineering, maintenance and industrial base support, fleet material readiness, obsolescence management and logistics support for undersea warfare. NUWC Keyport Division procures services via the Multiple Award Contract (MAC) SeaPort-NxG contract vehicle and supplies/products via advertising on FedBizOpps.

Sponsors, Exhibitors & Attendees

Navy Supply Systems Command (NAVSUP) Fleet Logistics Center Puget Sound 418

Seung Hong
467 W Street, Bremerton WA 98314
360-476-3325 seung.h.hong1@navy.mil
www.navsup.navy.mil/public/navsup/business_opps
Government Agency

NAVSUP and Navy Supply Corps Team share on 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



Northwest Industrial Staffing 424

DeAngelo Carter
205 East James St, Suite 200
Kent WA 98032
253-859-4788 deangelo@nwindustrialstaffing.com
www.nwindustrialstaffing.com
Small Business, Minority Owned SB



BRONZE SPONSOR North Wind Group 508

Rebecca VanLoon
1425 Higham St
Idaho Falls ID 83402
208-528-8718 rebecca.vanloon@northwindgrp.com
www.northwindgrp.com
Small Business



HUBZone Certified, 8(a)
Small business leader in the engineering, environmental, construction, and technical services industries providing creative and practical solutions to complex problems, while delivering safely, on time, on budget, and with the highest quality every time.

Northwest Small Business Transportation Resource Center 112

Lily Keffe
808 134th St SW, Suite 101
Everett WA 98203
425-248-4222 lilyk@economicalliancesc.org
www.transportation.gov/osdbu/nw-sbtrc
NWSBTRC executes the USDOT's Small Business assistance programs throughout the states of AK, ID, OR, and WA. Our goal is to increase the ability of small businesses to compete for and enter into transportation-related contracts at the local, state, and federal levels throughout the region. Headquartered in Everett, WA, the NWSBTRC assists small and disadvantaged businesses in the region by providing procurement, technical, financial, and bonding assistance.



SILVER SPONSOR Nova Group, Inc. 410

Mona Carlson
185 Devlin Road, Napa CA 94558
707-265-1147
aanderson@novagr.com
www.novagr.com/
Large Business
DUNS 066099219 CAGE0B3X2



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-bid-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.

SILVER SPONSOR Oles Morrison Rinker & Baker, LLP 301

Annette Tortorige
701 Pike Street, Suite 1700
Seattle WA 98101
206-467-7473 tortorige@oles.com
www.oles.com | www.procurementplaybook.com

Large Business
DUNS 050184449 CAGE 01KC7
At Oles Morrison, we guide clients of all sizes seamlessly through every step of the government contracting process, at the federal, state and local levels, while keeping business objectives in focus and controlling costs. We work with government contractors across a wide variety of industries, including construction, base operations, maintenance, defense, maritime, engineering, health care, aerospace, information technology, energy and communications. The Legal 500 (2019 Edition) recognized Oles Morrison as one of the leading law firms for Government Contracts in the United States.



Out of the Box Manufacturing 415

Brian Trumbull
1600 SE 43rd Street, Suite 200
Renton WA 98057
253-214-7448 btrumbull@obmfg.com
www.obmfg.com
Small Business

DUNS 067745945 CAGE 7VB5J
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, cable and wire harnesses and end order fulfillment for turnkey or consigned orders. AS9100 Rev D : ISO13485 : ITAR Registered.



Owen Equipment Co. 321

Brett Wise
8721 S 218th St, Kent WA 98031
253-852-5819
events@owenequipment.com www.owenequipment.com
Large Business

Sales, Rentals, Service, Parts and Accessories for environmental maintenance equipment. Authorized distributors for Elgin street sweepers, Vactor sewer cleaners and TUR VAC hydro-excavators, Hurco vacuum units, Cues Camera systems, Sonetics wireless communication systems, DuraPatcher and Triple-L Trailers. We have 4 locations, Kent, WA, Portland, OR, Fairfield, CA & Salt Lake City, UT



Pacific Inter-Mountain Distribution, LLC 422

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

DUNS 80240480 CAGE 7LN77
Pacific Inter-Mountain Distribution manufactures custom polymers for use in soil stabilization, dust and erosion control. The TortiShell polymer is used for landing zone and unpaved road development in military and rural applications. In addition to roads, TortiShell is also used as a fixative to keep contamination from spreading on environmental clean up sites.



Pacific Lamp & Supply Company 319

Paul Rasmussen
5935 4th Ave S
Seattle WA 98108
206-767-5334, 360-789-7248
paul@pacificlamp.com www.pacificlamp.com
Large Business

DUNS 027460542 CAGE 0KNP0
Since 1912, Pacific Lamp & Supply Company has been a family run business. We have the largest light bulb inventory in the Pacific Northwest which makes us the leaders in specialty lighting. Our knowledgeable and experienced staff will assist you with your intricate lighting layouts as well as performing on sight lighting audits for LED retrofits. As a fourth generation family lighting business, Pacific Lamp & Supply Company continues to flourish by offering helpful service and a large inventory at the right prices.



Pacific Northwest Defense Coalition (PNDC) 426

Denise Ryser
PO BOX 1379, Lake Oswego OR 97292
407.227.2955 Karlee@pndc.us www.pn dc.us
Non-Profit

Since 2005, PNDC has worked to create, grow, & diversify new business development opportunities for Pacific Northwest defense & security industry businesses. We proudly represent the most comprehensive defense network in the Northwest with approximately 300 member companies. Through diligent government advocacy and our expansive network, we help facilitate billions in defense spending, strengthening our members & our nation's security.



Pacific Northwest National Laboratory 409

Brianna Yi
902 Battelle Blvd
Richland WA 99352
509-371-7742 brianna.yi@pnnl.gov
www.pnnl.gov
Non-Profit

Pacific Northwest National Laboratory is a U. S. Department of Energy national research and development laboratory located in Richland, WA. 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.



BRONZE SPONSOR Pacific Tech Construction 504

Mark Backstrom
1302 Walnut Street, Kelso WA 98626
360-414-8084
markbackstrom@pactechgroup.com
www.pactechgroup.com
Small Business

DUNS 928959907 CAGE 1LZ34 Minority Owned SB
Celebrating 25 years, Pacific Tech Construction, Inc. was founded in 1995 in a small community in Southwest WA 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, as well as commercial, manufacturing, and industrial clients. We are capable of performing all aspects of vertical and horizontal construction, construction management, design-bid-build, design-build, multiple award and JOC contracts throughout the continental US, Puerto Rico, Alaska, Hawaii, and the Pacific Islands. www.pactechgroup.com



BRONZE SPONSOR Parker, Smith & Feek 400

Tim DeWolf
2233 112th Ave NE
Bellevue WA 98004
253-720-3260 tsdewolf@psfinc.com
www.psfinc.com
Large Business

The core of Parker, Smith & Feek's development, since its found-






Committed PTAC partner and proud sponsor of Alliance Northwest, striving to build strong, long-term relationships with small business concerns.



INTERESTED IN BEING PART OF THE NOVA GROUP TEAM?
Register @ www.NOVAGR.com/Subcontractor-Registration
Subcontracting opportunities @ www.NOVAGR.com/Opportunities




Sponsors, Exhibitors & Attendees

Parker, Smith & Feek cont'd.

ing in 1937, has been the construction industry. Parker, Smith & Feek provides a complete in-house team of insurance professionals to work with your employee benefits (including fringe benefits), bonding, safety, claims specialists, and commercial insurance needs pertinent to government contracting. They are privately owned and headquartered in Bellevue with offices in Tacoma, Portland, Spokane, Anchorage, and Honolulu. They understand contractors and share expertise to help keep projects on schedule and on budget. www.psfinc.com

PetroCard, Inc. 304

Sarah Brooks
730 Central Ave S
Kent WA 98032
800-950-3835 sales@petrocard.com
www.petrocard.com



Large Business
DUNS 154631865 CAGE 1WL19

With over three decades of experience, PetroCard is a leading provider of cardlock and retail fuel cards, mobile fueling, bulk fuel, and alternative fuels such as CNG and R99. We own and operate over 60 Pacific Pride and CFN stations throughout WA and OR making fueling affordable and convenient. PetroCard also holds multiple state and city contracts that allow our customers to stack opportunities. We are proud to be Minority Business Enterprise (MBE) certified. Email sales@petrocard.com or call 800-950-3835 today to request a quote.

Pierce Transit 403

Linda Shilley
3701 96th St SW
Lakewood WA 98499
253-581-8059 lshilley@piercetransit.org
www.piercetransit.org



Government Agency

Pierce Transit has served the people of Pierce County for nearly 40 years, providing the community with bus, paratransit 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.

PME Construction 114

Scott George
15775 George Lane NE
Poulsbo WA 98370
360-5169024 scottgeorge@pme-cc.com
www.pme-cc.com/



Small Business
DUNS 919737743 CAGE 5EK10
HUBZone Certified, 8(a)

PME Construction Corporation is a general contractor specializing in civil construction services. Our diverse and experienced staff allow us to provide superior quality, industry knowledge based solutions and added value to our clients. PME Construction is owned by the Suquamish Tribe and located on the Port Madison Indian Reservation. We are local, responsive and professional. Our vision is to be the most respected and sought-out construction company in the Pacific

Northwest. PMECC is SBA 8(a), HUBZone and SDB Certified

Polymershapes 428

Jeff Harvey
18292 Andover Park W
Seattle, WA 98188
206-575-1462 jkelso@polymershapes.com
www.polymershapes.com



Large Business
DUNS 181456567 CAGE 48SP6

Polymershapes and Global Security/CG, join forces to bring SECURITY related glass, glazing, and window products to every facet of your business from light security framing glass to medium and heavy FORCED ENTRY systems to BULLET RESISTANT systems, and FIRE RATED glazing systems. We provide products that are certified to: UL752 Levels 1-8, NIJ 18.01, WMFL, ASTM, Fema 361 and GSA levels C&D DOD UFC 4-010-01. Products are available in full sheets as well as turn-key fabricated sizes. Contact your LOCAL Polymershapes branch at 206-575-1462 and ask for a Security Glass expert.

BRONZE SPONSOR

Port of Seattle 203

Tina Boyd
2711 Alaskan Way
Seattle WA 98121
206-787-4885
roberson.m@portseattle.org
Tamaka Thornton
2711 Alaskan Way, Pier 69
Seattle WA 98121
206-787-3504 Thornton.T@portseattle.org
www.portseattle.org/business/bid-opportunities



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, around \$7.1 billion in direct earnings, \$415 million in state and local taxes, and an economic impact of more than \$22.5 billion in business revenue for the region.

Port of Tacoma 205

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

PLATINUM SPONSOR

Print NW 300

Kevin Harris
6528 Capitol Blvd SE, Suite D
Tumwater WA 98501
360-549-6431 KevinH@PrintNW.net
www.printnw.rocks



Small Business

DUNS 52582418 CAGE 5K068

PRINT NW is a locally owned and operated full-service commercial printer. We pride ourselves in forming lasting partnerships with businesses of all sizes. We are a creative team of innovators providing solutions for marketing your brand through print. Print & Packaging / Direct Mail / Signage & Wraps / Branded Gear / Online Storefronts

Procurement Technical Assistance Center

Tiffany Scroggs
4220 6th Ave SE, Lacey WA 98503
360-464-6041 tscroggs@thurstonedc.com
www.washingtonptac.org

501 & 503



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 WA 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.waptac.org

Puget Sound Naval Shipyard (PSNS) & Intermediate Maintenance Facility 414

Brenda Lancaster
1400 Farragut Avenue NW, Bldg 844
Bremerton WA 98314
360-476-1327 brenda.lancaster@navy.mil



Government Agency

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 www.beta.sam.gov

Rainier Asphalt and Concrete 106

Jaysen Yoro
PO Box 1549, North Bend WA 98045
253-545-1321 yoro@rainierasphalt.com
www.rainierasphalt.com

Small Business

DUNS 019642993 CAGE 7BD38

RAM GeoServices

Mark Rohrbach
13916 109th AVE CT EAST
Puyallup wa 98374
425-233-7211
Mark@RAMGeoServices.com www.ramgeoservices.com



Small Business

DUNS 117251226 CAGE 8FC04 Veteran SB | SDVOB
RAM GeoServices (RAM) provides professional design services

in the areas of geotechnical engineering, geo-structural engineering, civil engineering, ground improvement design, retaining wall and foundation design, seismic retrofits, liquefaction mitigation, foundation integrity testing, site inspections, claims support and environmental engineering. RAM is a SDVOSB and a certified small business. RAM's owner, Mark Rohrbach, PE, GE, P.Eng. is a licensed professional engineer in seven US states and three Canadian provinces. Mr. Rohrbach has more than 20 years of professional practice experience. 425-233-7211, Mark@RamGeoServices.com, www.ramgeoservices.com.

Rethink Benefits 427

Genevieve Wozow
49 West 27th Street, 8th Floor
New York NY 10001
917-733-9195 genevieve.wozow@rethinkbenefits.com
www.rethinkbenefits.com



Large Business

DUNS 024093674 CAGE 61CH4

Rethink Benefits empowers people with developmental and cognitive challenges at home and at work. Our award-winning, global caregiver solution offers 24/7 virtual consultations with behavioral experts and online, evidence-based training and support for families of children with learning, social or behavioral challenges. In the workplace, Rethink supports HR teams and company managers leading people with autism, ADHD, learning disabilities and other challenges. We provide education, compassion, support and resources that help people learn, grow and thrive.

RHD Enterprises 316

Rozanne Garman
819 78th Avenue SW, Tumwater WA 98501
360-705-9459 britny@rhjenterprises.com
www.rhjenterprises.com



Small Business

DUNS 829484356 CAGE 5B9R9

SDVOB | Woman Owned SB | Minority Owned SB
RHD is a EDWOSB & OMWBE/DBE Certified General Contractor that serves the Pacific NW. We provide a variety of general construction services including new construction, tenant improvements, laboratory modernizations and PEMBs. We offer our clients the unique expertise of a general contractor who specializes in welding and metal fabrication. Our metal fabrication divisions have over 65 years combined experience and our state of the art equipment ensures your project is handled by the best fabricators in our region. Contact us at www.rhjenterprises.com or donny@rhjenterprises.com.

RJS Construction, Inc. 509

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



Small Business

DUNS 623879905 CAGE 5L4J4

Woman Owned SB | Minority Owned SB
RJS Construction, Inc. is a Woman/Native American Owned Small Business, 8(a), SDB, EDWOSB full-service general contractor founded in 1990 by Shannon & Richard Sevigny and celebrating 30 years in business. Since 1990, RJS has success-

Sponsors, Exhibitors & Attendees

RJS Construction cont'd.

fully delivered general and design-build construction projects in 16 states across the US. Our reputation has been built on the quality of our construction services and our ability to develop and maintain sound client relationships.

BRONZE SPONSOR RQ Construction LLC

Jeff Holmes
1620 Faraday Avenue
Carlsbad CA 92008
760-803-1041
jholmes@rqconstruction.com
www.rqconstruction.com/



411

Large Business

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.

S&K Global Solutions, LLC

Jordan Koken
219 Naval Ave,
Bremerton WA 98312
360-710-5408 JKoken@skgs-llc.com
www.skglobalsolutions.com



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Small Business

DUNS 603003646 CAGE 43CU2
Minority Owned SB

S&K Global Solutions is a professional services firm with a proven ability to deliver rapid, innovative responses to complex, mission-critical requirements. Our expertise includes engineering, IT, logistics, program management, & configuration management. We support multiple federal agencies including NASA, FAA, EPA, CDC, USDA, and all branches of the US military. Owned by the Confederated Salish and Kootenai Tribes, we are headquartered in Polson MT with branch offices in WA, TX, OK, GA, & V

SAME Seattle Post

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www.same.org/Seattle/ModuleID/4713/
ItemID/1079/mct/EventDetails



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Non-Profit

The Society of American Military Engineers (SAME) builds leaders and leads collaboration among government and industry to develop multidisciplinary solutions to national security infrastructure challenges. Founded in 1920, the Society unites public and private sector individuals and organizations from across the architecture, engineering, construction, environmental and facility management, cyber security, project planning, contracting and acquisition, and related disciplines in support of national security.

Saybr Contractors, Inc

Ginger Gegax
3852 South 66th St, Tacoma WA 98409
253-531-2144 ggegax@saybr.com
www.saybr.com



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Small Business

DUNS 160070538 CAGE 1UCC4 Woman Owned SB

Saybr Contractors, Inc. is a full-service general contractor with more than two decades of experience performing vertical and horizontal construction throughout the Pacific Northwest. Saybr maintains four divisions, including a Building Division for private commercial building construction, a Petroleum Division, which specializes in fuel system construction, a Job Order Contracting Division, which completes multi-year public works projects, and a Federal Division, which focuses on civil and building construction for Federal agencies. Saybr's mission is to build long-term relationships through the delivery of exceptional projects.

Seattle Tarp Co., Inc.

Dennis Riley
18449 Cascade Ave S
Tukwila WA 98188
206-285-2819 dennis@seattletarp.com www.seattletarp.com



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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. Seattle Tarp Company offers quality products made by quality people. We 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), Pop-up Pools (potable and non-potable water storage), Equipment Covers, Turbidity Curtains, Tarps. Visit us at www.seattletarp.com

Sellen Construction Company

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



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Large Business

As one of Seattle's largest contractors, Sellen has partnered with the leading firms in the Pacific Northwest since 1944, and we have been at the heart of the region's amazing transformation. We are driven by our purpose: to improve the lives of those around us — as builders, partners and neighbors. We are dedicated to building spaces that enable our clients to further their institutional missions and have a proven track record of helping our partners achieve the strategic initiatives of each project.

Skanska USA Civil

Jackie Guilfucci
1995 Agua Mansa Road
Riverside CA 92509
951-529-5672 jackie.guilfucci@skanska.com
www.skanskausa.com



307

Large Business

Skanska is one of the world's leading construction groups, in the U.S. we are a provider of comprehensive construction services and a developer of public-private partnerships. We apply our expertise to everything from small renovations to billion-dollar projects, using a variety of delivery methods.

Skanska USA, Building, Inc.

John Downing
222 SW Columbia St, Suite 300
Portland OR 97201
503-382-0900 john.downing@skanska.com
www.skanskausa.com



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Large Business

Skanska is a world leading project development and construction group, aimed at building for a better society.

Small Business Administration - Seattle District

Ranvir "Ana" Singh
2401 4th Avenue, Ste 450, Seattle WA 98121
206-553-7080 ranvir.signh@sba.gov
www.sba.gov/wa



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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 WA 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.

Small Business Administration - Office of Government Contracting

Robert Rice
2401 4th Avenue, Ste 450, Seattle WA 98121
206-553-6850 robert.rice@sba.gov
www.sba.gov/wa



Government Agency

The Office of Government Contracting (GC) works to create an environment for maximum practicable participation by small, disadvantaged, service-disabled veteran-owned, and woman-owned small businesses in Federal government contract awards and large prime subcontract awards. These include the Certificate of Competency Program, Natural Resources Assistance Program, Service-Disabled Veteran-Owned Small Business Program, Small Business Size Determinations, Waivers of the Nonmanufacturer Rule, and the Women-Owned Small Business Program.

Small Business Administration - Office of Surety Guarantees

Kevin Valdes
2401 4th Avenue, Ste 450, Seattle WA 98121
206-553-7277 kevin.valdes@sba.gov
www.sba.gov/funding-programs/surety-bonds



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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 Administration - Portland District

Joe Smetak
620 SW Main St, Suite 313
Portland OR 97205
503-326-6692 joseph.smetak@sba.gov
www.sba.gov/or



524

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 OR and Clark, Skamania, Cowlitz and Wahkiakum counties in Southwestern WA.

Washington Small Business Development Center

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



527

Government Agency

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.wsdbc.org for next steps.

BRONZE SPONSOR Swinerton Builders

Emma Curtindale
14432 SE Eastgate Way
Suite 230
Bellevue WA 98007
425-324-5004 emma.curtindale@swinerton.com
www.swinerton.com



514

Large Business

Since our founding in 1888, Swinerton's success has been built on a foundation of shared values. We are a 100% employee-owned company, so our people have a personal interest in the success of every project. With a culture of collaboration, we work toward a common purpose: to be the preferred builder and trusted partner in every market we serve, proudly leading with integrity, passion, and excellence.

Tacoma Public Schools Planning and Construction

Morris Aldridge
3223 S Union Ave
Tacoma WA 98409
253-571-3350 maldrid@tacoma.k12.wa.us
www.tacomaschools.org



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Sponsors, Exhibitors & Attendees

Titus Industrial Group Inc 327

Lewis Titus
1450 Nw Gardner Rd
Madras Hwy, Prineville OR 97754
541-948-4458 lewis@titusig.com www.titusig.com



Small Business

DUNS 024807534 CAGE 77RX8
Woman Owned SB | HUBZone Certified
Titus Industrial Group Inc. specializes in municipal and industrial wastewater products. We manufacture water treatment equipment designed for chemical free odor and FOG control in sewage using ozone technology, and our patented mixing aerator the TITUS Twister. Storm water, sewage, bilge water and more. We are the largest distributor in the USA for the EJ composite road service access covers and frames featuring the TITUS TwistLIFT security lock. We also are experts on corrosion control products for concrete and steel, both above, and below ground.

ToltHawk

Nayab Khan
6304 329th Ave NE, Carnation WA 98014
206-605-4601 nayabk@tolthawk.com
www.tolthawk.com

Small Business

Minority Owned SB
At ToltHawk, we make low cost, self-contained, solar powered, wireless sensors for live monitoring of floods, streams, rivers, lakes, sewer lines, and sewer lift pump stations. Our sensors are easy to deploy in the field and send data via cellular or LoRA. Data is available via phone, web or local download. Threshold alerts and smart analysis can help you keep an eye on floods or sewer infiltration and inflow issues. Have a custom requirement or idea? Talk to us.

Topcon Solutions Store

Blake Ferguson
6015 NE 80th Ave.
Portland OR 97218
503-231-1576 bferguson@topconsolutions.com
www.topconsolutions.com/



Large Business

Topcon Solutions serves the AEC industry as the retail division to Topcon Positioning Systems, and an Autodesk Platinum Partner. The technology offerings, workflows, and productivity solutions between these two brands is why Topcon Solutions is a leader in the industry. Our vast product portfolio, technical expertise across brands, and business savvy industry knowledge is unmatched. Supporting our customers with training, technical support, consulting & repair is our specialty. 13 locations, covering 20 states and growing! Solutions Is Our Middle Name.

Triton Marine Construction Corp.

Ed Strafford
5405 Constance Dr SW
Bremerton WA 98312
360-373-7090 mmuldoon@triton-marine.com
www.triton-marine.com



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 feder-

al 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.

Turner Construction 308

Janelle Boyd
830 4th Ave S, Suite 300
Seattle WA 98134
206-719-1111 juboyd@tcco.com
www.turnerconstruction.com



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 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.

Walsh Group

Anna Pacheco
16400 Southcenter Parkway, Suite 501
Seattle WA 98188
206-394-7300 apacheco@walshgroup.com
www.walshgroup.com



Large Business

The Walsh Group is a 122-year-old family-owned company providing design, build, finance, operation and activation services. We operate as Walsh Construction, Archer Western and Walsh Canada across 19 regional offices, and is listed as the 18th largest U.S. national contractor per Engineering News-Record. A proven reputation in delivering the highest quality building projects, with broad and varied sector experience. Projects range from a wide variety of office, retail, residential and mixed-use developments to facilities built for highly specialized purposes such as correctional, intelligence analysis, laboratory, warehouse distribution.

Washington Patriot Construction 525

Carole Vose
10421 Burnham Dr. NW, Bldg 5
Gig Harbor WA 98332
253-853-2304 cvose@wapatriot.com www.wapatriot.com



Large Business

DUNS 831084541 CAGE 5K3U2
Washington Patriot Construction LLC (Washington Patriot) is a veteran-owned, full-service general contractor established in 2009 and located in Gig Harbor, WA. Our experienced team members lead a wide range of construction projects, serving a diverse client base in the industrial and commercial industries throughout the Puget Sound region. We are committed to providing opportunities to all small businesses in an effort to foster and grow a healthy industry.

Washington Relay 231

Elizabeth Luttrell
1006 12th Street
Aurora NE 68818
360-229-5958 elizabeth.luttrell@hamiltonrelay.com



Government Agency

Complete Contract Consulting is a well-established woman owned nationwide consulting firm. Leveraging over thirty years of combined experience assisting businesses in winning contracts through our bid proposal writing services, certification assistance, permitting & license, subcontractor management and compliance related document management. We have assisted hundreds of businesses to acquire contracts by sourcing the bid and actually writing the proposal on their business behalf. We have helped quite a few businesses increase their business revenue through government and private sector contracts.

SILVER SPONSOR

Washington State Department of Enterprise Services 200

1500 Jefferson St SE
Olympia WA 98501
360-407-2200 desevents@des.wa.gov www.des.wa.gov



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 WA's Electronic Business Solution (WEBS) system.

Washington State Department of Labor & Industries, Contracts and Purchasing Office 214

Kirsten Taylor
7273 Linderson Way SW, PO Box 44841
Olympia WA 98504-4841
360-902-6021 kirsten.taylor@lni.wa.gov www.lni.wa.gov



Government Agency

L&I Contracts and Purchasing staff administers the agency's contract procurement process for personal/client services, purchased services, grants, IT contracts, and interagency agreements. The Procurement staff operates to ensure compliance with WA State statutes and regulations on purchasing of goods and services. This unit is also responsible for the consultation and acquisition support for information technology equipment for L&I statewide including custom, exception and project purchases for all IT units.

Washington State Department of Transportation Office of Equal Opportunity 209

Yolonda Brooks, Diane Gard
310 Maple Park Avenue SE
Mail Stop 47314
Olympia WA 98504
360-705-7090 OEOffice@wsdot.wa.gov



Government Agency

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, as well as to support alternatives to driving, such as public transportation, bicycles and pedestrian programs.

Washington State Department of Transportation 206

Hector Meneses
310 Maple Park Ave SE
PO Box 47415
Olympia WA 98504-7415



360-570-6711 meneseh@wsdot.wa.gov www.wsdot.wa.gov

Government Agency

The WA 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.



Say YesVets!

Have you hired a veteran?

Show your state and community you hire vets with pride.

Visit YesVets.org to learn more










PROUD EMPLOYER OF U.S. VETERANS



WASHINGTON
PTAC

Procurement Technical Assistance Center

Washington State Department of Transportation – Contract Services Office

210



Maryna Ya
7345 Linderson Way SW
Tumwater WA 98504
360-705-7019 yamaryna@wsdot.wa.gov
www.wsdot.wa.gov/Design/default.htm
[Government Agency](#)

The WA 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.

Washington State Department of Transportation-Public Works

208



Jenna Fettig
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Olympia WA 98501-2348
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www.wsdot.wa.gov/Business/default.htm
[Government Agency](#)

WSDOT needs your help to deliver improvements to our multimodal transportation system. Visit us to discuss public works contracting opportunities including our Small Works Roster. Our Office of Equal Opportunity provides leadership, direction, and guidance in carrying out its equal opportunity and civil rights responsibilities in compliance with state and federal guidelines. Visit us to discuss services at no-cost to Disadvantaged Business Enterprises (DBEs) wishing to work on WSDOT and Local Agency highway-related projects, as well as information surrounding our Mentor Protégé Program.

VET BOSS SPONSOR

Washington State Department of Veterans Affairs

202



Jennifer Montgomery
1102 Quince St SE, PO Box 41150
Olympia WA 98501
360-725-2169 jenniferm@dva.wa.gov www.dva.wa.gov
[Government Agency](#)

WA 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.

Washington State Office of Minority & Women's Business Enterprises

204



Caleb McInville
1110 Capitol Way, Ste 150, Olympia WA 98501
360-664-9764 calebm@omwbe.wa.gov
www.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, re-sources and more.

Wave Design Group LLC

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Heather Brooks
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Kenenwick WA 99336
509-737-1000 heatherbrooks1818@gmail.com
www.wavedesigngroupllc.com/

Wave Design Group is a full-service, veteran-owned small business (VOSB) providing architectural, interior design and engineering services throughout the Western United States. Our hands-on team is experienced in various types of public and private projects. We pride ourselves on our design/build relationships as well as our ability to effectively and fairly manage design/bid/build projects. We provide a creative, yet logical approach to our designs. WDG has the team for your project!

Western Systems

430



Timothy Colvin
17140 SE Wilde Road
Clackamas OR 97015
206-384-9844 timcolvin@westernsystem.com
www.westernsystem.com
[Small Business](#)

We are a three branch company serving the northwest eastern Washington, western Washington, and Oregon for all equipment used in the waste, sewer, waste water, industrial material handling and street management along with parts and service support at each of our locations

BRONZE SPONSOR

Wood

513



Teresa Wilson
15862 SW 72nd Ave., Suite 150
Portland OR 97224
503-639-3400 teresa.wilson@woodplc.com www.woodplc.com
[Large Business](#)

DUNS 003808612 CAGE 1U1W9
Wood draws on an experienced local footprint with a wide geographical reach to support our customers' needs related to environmental engineering, engineering and design, consulting and construction. With access to technical experts across the globe, we're committed to providing solutions to improve our customer's operations, reduce environmental liabilities and increase efficiencies. From planning and design to construction, operations and restoration, we deliver solutions that reflect an understanding of your bigger picture.



No-cost technical assistance for Washington businesses

The Washington State Procurement Technical Assistance Center (PTAC) works to give businesses the opportunity to thrive in the government-contracting marketplace.

We provide advice, host training classes and seminars, help businesses register with the correct databases and more. Ask about our optional computerized bid match service!



Washington PTAC

A program of Thurston Economic Development Council

4220 6th Avenue SE Lacey WA 98503

P: 360.464.6041

Contact: Tiffany Scroggs
tscroggs@thurstonedc.com

Outside of WA? Visit www.aptac-us.org

1: Kitsap Economic Development Alliance
Mary Jo Juarez, Kathy Cocus
360.377.9499/kitsap@washingtonptac.org

2: Thurston Economic Development Council
Kate Hoy, Dale Colbert
360.754.6320/thurston@washingtonptac.org

3: Columbia River Economic Development Council
Jeannet Santiago
503.694.9403/swwa@washingtonptac.org

4: Economic Alliance Snohomish County
Lisa Lagerstrom
425.248.4223/snohomish@washingtonptac.org

5: Green River College
Darrell Sundell, Marlie Tyson
253.520.6267/king@washingtonptac.org

6: Bates Technical College
pierce@washingtonptac.org

7: Greater Spokane Incorporated
Aleesha Roedel
509.321.3617/spokane@washingtonptac.org

8: Tri-City Regional Chamber of Commerce
Jody O'Connor
509.491.3231
tricity@washingtonptac.org

Washington PTAC is funded in part through a cooperative agreement with the DLA

www.washingtonptac.org

Ameresco, Inc.

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206-708-2935

mgreenwood@ameresco.com www.ameresco.com

Large Business

Ameresco, Inc. is a leading energy efficiency and renewable energy solutions provider. Our energy experts deliver long-term client value, environmental stewardship, and sustainability through energy efficiency services, alternative energy, supply management and innovative facility renewal, all with practical financial solutions.

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Bobcat of Olympia

Brent Pawson
3121 Pacific Ave. SE
Olympia WA 98501

360-357-0272

karenjohnson@bobcat-sea.com www.bobcatpnw.com

Small Business

Bobcat PNW is an authorized Bobcat® dealership serving the Washington and Northern Idaho regions. We carry a large selection of new and pre-owned inventory. When you invest in a new loader or other equipment, our friendly and knowledgeable sales, financing, service, and parts departments make sure your experience is outstanding, from assisting while you're making your choice to ongoing maintenance and customization. We value the opportunity to create a long-term relationship with our customers, and we do that by giving you the best customer service available.

618 & 620



Boots to Shoes

Mike Johnson
714 S. 27th Street
Tacoma WA 98409

253-226-4099 michaelj@goodwillwa.org
www.goodwillwa.org

Non-Profit

Boots to Shoes (BTS) is a mentorship program serving separating military service members and Veterans. The program operates under the Military and Veterans Services Program, Goodwill Olympics and Rainer Region. BTS is dedicated to helping transitioning service members and Veterans find "their place in line" and become the best possible candidate when interviewing for a civilian career opportunity. BTS achieves this objective through personal one-to-one mentoring. BTS identifies and trains local volunteer business professionals to become mentors who are committed to the program's goals and objectives.

604



Bureau of Reclamation

Kasey Aldrich
1150 N Curtis Rd, Boise ID 83706
208-378-5107

kaldrich@usbr.gov www.usbr.gov

Government Agency

Established in 1902, the Bureau of Reclamation is best known for the dams, powerplants, and canals it constructed in the 17 western states. These water projects led to homesteading and promoted the economic development of the West. Reclamation has constructed more than 600 dams and reservoirs including Hoover Dam on the Colorado River and Grand Coulee on the

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Columbia River. Today, Reclamation is the largest wholesaler of water in the country and the second largest producer of hydroelectric power in the United States.

Center for Business and Innovation

111

James Davis
4220 6th Avenue SE
Lacey WA 98503
360-464-6051 jdavis@thurstonedc.com
www.thurstonedc.com/cbi/

Non-Profit

The Center for Business & Innovation (CB&I) exists to support business with services and resources to achieve success. No matter what you and your business need, our center's resources will help you accelerate your business learning and planning, to start a business or grow your business faster and more successfully. Take advantage of the CB&I's experience-proven advice to help you turn your business idea into a reality, or expand your existing business.



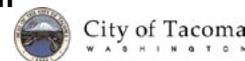
City of Tacoma - Equity in Contracting Division

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Wesley Nguyen
747 Market Street, Room 900
Tacoma WA 98402
253-591-5624 wnguyen@cityoftacoma.org
www.cityoftacoma.org/SBE

Government Agency

As part of the City of Tacoma's ongoing work to advance broader strategic goals relating to equity and accessibility, as well as economic growth, it has expanded its efforts to achieve equity in contracting and support of minority and women-owned businesses. The EIC Program offers access to contracting and procurement opportunities, as well as guidance and technical assistance, to historically underutilized businesses interested in providing supplies, services and public works support to the City of Tacoma.



Governor's Office for Regulatory Innovation and Assistance

530

Michael Ervick
1011 Plum St SE, MS 43125
Olympia WA 98504
360-725-2663 michael.ervick@gov.wa.gov
www.business.wa.gov/site/alias_business/875/Home.aspx

The Small Business Liaison Team (SBLT), formed to lead state efforts in Regulatory Reform and Assistance to Help Small Businesses Succeed and Grow, - reaches out to small businesses doing business in Washington, listen to their concerns, identify barriers, understand their problems and finding solutions. The role of government in economic development is that of the gardener. Looking to create a stable economic future. Ensuring the garden is properly prepared, tending to the resources to ensure survival and coordinating support that cultivates new economic growth.



Graham Contracting Ltd.**404**

Tom McMillan
13555 SE 36th St, Suite 120
Bellevue WA 98006
425-410-0993 tom.mcmillan@grahamus.com
www.grahambuilds.com

**Large Business**

DUNS 783734379 CAGE 459D3

Established in 1926, with 13 offices across North America, Graham is an employee-owned heavy civil general contractor that delivers roadways, bridges and interchanges; airports and seaports; water and wastewater treatment facilities; infrastructure for power generation; and light rail transportation. Graham is committed to providing a safe and productive workplace. Deeply embedded in our company since its founding, Graham's values and culture can be summed up by three words: commitment, integrity and reliability. Graham also prides itself in supporting other organizations that share our perspective.

Impact Washington**108**

Miguel Moreno
3303 Monte Villa Pkwy, Ste 340
Bothell WA 98021
425-273-7067 npowers@impactwashington.org
www.impactwashington.org

**Non-Profit**

Impact Washington's experts help small and mid-size manufacturers think smarter, operate more efficiently, and develop sustainable business practices. We work to support the manufacturing community with Value-Driven Solutions. We are the official representative of the Manufacturing Extension Partnership (MEP) National Network in Washington state which is a public-private partnership. We are the only Washington-based consulting and training organization audited by an independent third party that ensures we continuously deliver positive financial impacts to our clients. We succeed when our clients succeed.

Intelligent Partnerships, Inc.**606**

Julie Villao
1420 5th Ave, Suite 2200
Seattle WA 98101
909-953-9100 julie@ipartnerships.net
www.ipartnerships.net
Woman Owned SB | Minority Owned SB

**Jacobs Technology, Inc****522**

Allen Derby
600 William Northern Blvd
Tullahoma TN 37388
757-268-2003 allen.derby@jacobs.com
www.jacobs.com

**Large Business**

Naval Facilities Engineering Command recently awarded Jacobs the West Sound Base Operation Support (BOS) services contract for work at West Sound naval installations. The Contract is a base year plus seven options years beginning 04-01-20. Jacobs will provide operations and maintenance to increase infrastructure reliability at Naval Base Kitsap in the areas of: Fire and Emergency, Facility Management, Facility Investment, BUMED Naval Hospital Facility Investment, Pavement Clearance, Wastewater, Support Vehicles and Equipment, Environmental, and other services.

Joint Base Lewis McChord**516**

Jennifer Mitchell
2015 4th Street, JBLM WA 98433
253-966-9978
Jennifer.A.Mitchell38.civ@mail.mil
www.micc.army.mil/installations/jblm/
Government Agency



The Mission and Installation Contracting Command-Joint Base Lewis-McChord (MICC-JBLM) provides support to Army and Air Force customers on the joint base as well as Army requirements at Yakima Training Center, Washington. Our procurements include supplies, services, minor construction, utilities, and grant-cooperative agreement support. The office also provides contracting support for installation support services to other MICC offices in the 418th Contracting Support Brigade area of responsibility.

Lacey Glass**211**

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

**Small Business**

DUNS 067386334 CAGE 60S40

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.

Marks Brothers, Inc.**110**

Owen Zentil
PO Box 338, Boring OR 97009
503-663-0211 bleone@marks-brothers.com
www.marks-brothers.com

**Small Business**

DUNS 052229981 CAGE 4VRW7

Marks Brothers, Inc. is a leading fabrication company. From laser cut and formed brackets to complex custom welded assemblies we are here to support your needs. We are blessed with a very skilled workforce and the latest technology in steel processing equipment. Additionally we operate under an ASME Quality Program with all our welders ASME certified, and fabricate ASME Pressure Vessels, and Shell and Tube Heat Exchangers. Our mission at Marks Brothers is to "Do it Better." Let us show you what we can do.

NADAR Drone Services**614**

Jeff Crist
1425 Broadway, #22-236
Seattle WA 98122
877-516-2327 jcrist@nadar.us
www.nadardrone.com

**Woman Owned SB**

DUNS 080691080 CAGE 7VZ33

NADAR Drone Services provides aerial imaging and inspection services including construction progress monitoring, roof

inspections, bridge inspections, utility & infrastructure inspections, and natural resource imaging.

National Association of Minority Contractors - Washington**104**

15715 Virginia Pt Rd
Poulsbo WA 98370
877-626-2927 admin@namcwa.com www.namcwa.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.

NAVY ROTC UW**616**

David Patton
2103 Skagit Lane NE
Dept Of Naval Science, NROTC UW, Clark Hall
Seattle WA 98195
206-543-0158 dpatton@uw.edu
www.nrotc.washington.edu
Government Agency

**Port of Seattle****203**

Tina Boyd
2711 Alaskan Way
Seattle WA 98121
206-787-4885 boyd.t@portseattle.org
www.portseattle.org/business/bid-opportunities
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, around \$7.1 billion in direct earnings, \$415 million in state and local taxes, and an economic impact of more than \$22.5 billion in business revenue for the region.

Rite in the Rain**612**

Debra Johnson
2614 Pacific Hwy E
Tacoma WA 98424
360-550-5519 debra@riteintherain.com
www.riteintherain.com
Small Business



Rite in the Rain is a patented, environmentally responsible, All-Weather Writing Paper that allows you to write anywhere, in any weather. Rite in the Rain is able to provide users around the world with an effective means with which to write, protect, and keep valuable information. Using a pencil or all-weather pen, Rite in the Rain ensures your notes survive the rigors of the field, regardless of the conditions. All-weather products include bound books, notebooks, loose leaf, printer paper, and all-weather pens. Custom printing is also available.

Site Response**330**

Jonessa Miner
PO Box 4001
Tumwater WA 98501
360-580-2692 jonessa@site-response.com
www.Site-Response.com

**Woman Owned SB**

DUNS 048036988 CAGE 7QWM7

Site Response Inc. is a safety & environmental training and consulting company. We pride ourselves on achieving an effective in practice working relationship with our clients.

Sprung Structures**608**

David Findlay
5711 West, Dannon Way
West Jordan UT 84081
800-528-9899 T1admin@sprung.com
www.sprung.com

**Large Business**

DUNS 614533362

Sprung Structures is the global leader of tension membrane structures utilized by government and military organizations around the world for immediate permanent and portable buildings. Sprung supplies a rapidly deployable building system. The modular, rust-free aluminum substructure is erected quickly and efficiently with limited man-hours and foundation requirements. Sprung has erected over 12,000 structures in 100 countries. Applications include warehousing, vehicle maintenance, equipment storage, dining/mess halls, barracks, access control point shelters, hangars, LAMs, gymnasiums and more.

Star Rentals, Inc.**600 & 602**

Lan Schiefelbein
12505 Mukilteo Speedway
Lynnwood WA 98087
509-941-8452 Lan@starrentals.com
www.starrentals.com

**Large Business**

DUNS 052592375 CAGE 0J5R7

As Star Rentals celebrates over 120 years in business we continue to honor our original commitment to you with the same values as when we first started. Now with 18-locations in the PNW, we have you covered with long term professionals who are skilled, knowledgeable, and easy to work with. We know you have many choices when it comes to equipment rental and sales, we'd like your first choice to be Star Rentals. And we will continue to work hard to make that happen.

Technology Integration Group**610**

Michelle Barnes
1125 12th Ave NW, Issaquah WA 98027
858-226-7658 hillary.perez@tig.com www.tig.com
Minority Owned SB

DUNS 106267958 CAGE 0JRGB

Technology Integration Group (TIG) is a privately held, ISO 9001:2015 and Open Trusted certified IT solutions provider. TIG is acutely aware of the ever-changing demographics and needs in various customer markets and how these changes influence future technology. For the past 36 years, TIG has consistently delivered innovative technology solutions to an expanding, diverse customer base in enterprise, government, and educational markets.

Terracon

Mary Ann Carlson
21905 64th Ave. W., Suite 100
Mountlake Terrace WA 98043
425-697-1117 MaryAnn.Carlson@Terracon.com
www.terracon.com

Large Business

DUNS 23913625 CAGE 6RGE0

Established in 1965, Terracon Consultants, Inc. (Terracon) is a 100%, employee-owned and operated engineering firm with over 200 staff members based in our five Pacific Northwest offices. Our firm offers geotechnical engineering, environmental, industrial hygiene, materials testing, special inspection and training services. What separates Terracon from others is our resources, we are on the cutting edge of cloud-based communication tools that deliver results to clients in real-time. Terracon offers a unique combination of local expertise supported by over 140 offices nationwide comprised of 5,000 consultants.



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Washington State Chapter of NIGP

Jeff Peterson
526 Pattison SE
Olympia WA 98501
360-705-5878
jpeterson@intercitytransit.com
www.wanigp.org/insidepages/about.cfm



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Non-Profit

In 2003, Washington State formed its own affiliate chapter of the National Institute of Governmental Purchasing (NIGP) and now has a membership representing public agencies across the state including cities, counties, state agencies, higher educational institutions, public school districts, transit authorities, ports, and other special districts. WA-NIGP is dedicated to advancing the professional goals of its members and other individuals who may be seeking a career in public procurement, thereby increasing their competency, enhancing their career opportunities and improving the quality of their professional life.

U.S. Department of Veterans Affairs Network Contracting Office 20 (NCO 20)

Dale Allen
5115 NE 82nd Avenue, Suite 102
Vancouver WA 98662
360-852-9850 Stephen.Allen3@va.gov
www.va.gov/osdbu/
Government Agency



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VA MISSION STATEMENT: To fulfill President Lincoln's promise "To care for him who shall have borne the battle, and for his widow, and his orphan" by serving and honoring the men and women who are America's veterans. Network Contracting Office (NCO) 20 focuses on increasing small business utilization of service-disabled veteran owned small businesses, veteran-owned small businesses, woman-owned small businesses, HUB Zone, and small disadvantaged businesses for the VA's Northwest Network."

United Seattle

Nina Leibrand
500 SE Everett Mall Way, Ste B240
Everett WA 98208
206-427-9900 office@unitedseattlellc.com
www.unitedseattlellc.com/
Small Business HUBZone Certified
DUNSN 81013664 CAGE 23611



UNITED SEATTLE

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Washington Center for Women in Business

Sean Moore
4220 6th Ave SE
Lacey WA 98503
360-754-6320
smoore@thurstonedc.com www.wcwb.org/about/
Non-Profit



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The WCWB is a program of the Center for Business & Innovation (CB&I), whose mission is to empower entrepreneurs to succeed in business by providing coaching, training, and technical assistance on a wide variety of topics. The WCWB offers entrepreneurial training programs, workshops, one-on-one counseling, coaching and special events to women in all stages of business development. Using in-person, phone, and web-based delivery methods, the WCWB provides services throughout the State of Washington.

WHERE GOVERNMENT AND BUSINESS CONNECT

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