



*Tiffany Scroggs, Program Director
Washington Procurement Technical
Assistance Center
Thurston Economic Development Council*

2017 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 2017 activities.

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Succeeding in the government marketplace is challenging. In our 29 years of guiding businesses towards winning government work, we've discovered some valuable insight. It is our hope that this magazine shares some of those lessons so that you are better prepared and more informed. Ultimately, it is our hope that you'll increase your likelihood of success and more government contracts (and the quality jobs that come with them) will be awarded to firms in the Pacific Northwest.

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.
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Front Cover Photo: Contractors work together with the U.S. Forest Service to combat one of the worst fire seasons on record. Photo credit: Kari Greer, USFS



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Fuel Management

6 Simple Ways to Prevent Theft, Save Money and Increase Productivity

By Petrocard

Whether you operate two vehicles or hundreds, you know that fuel is one of the largest expenses for your fleet besides depreciation. With the price of fuel constantly fluctuating and theft, an ever present threat, fleet managers need to focus their efforts on the variables within their control. Taking a proactive approach to managing your fleet is the best way to stop problems before they start. It sounds simple, but expenses can quickly spiral out of control when you're not taking time to look for issues.

Regular "housekeeping" pinpoints areas that need work, reduces slippage and makes your fleet more efficient overall. Here are 6 simple and effective ways to take control of your fleet by actively utilizing your fuel management system:

Set restrictions and keep employees informed: Review your cards regularly to make sure the correct fuel grade, maximum daily dollar limits,

time of day restrictions and stations are permitted. Avoid confusion and distribute your policy to employees regularly so expectations and restrictions are abundantly clear. Include a clear list of "no-nos" and implications for violating the policy.

Fleet managers are in a constant battle to contain slippage. Maybe you have drivers who purchase snacks on the company dime while fueling up. Or, worse yet, someone who fills up the tank and uses the vehicle for personal use on the weekend. You may not always know what your employees are up to, but staying on top of restrictions and keeping employees in the loop can make a big difference.

Verify who has a card: Do you regularly review your card list to see who is in possession of fuel cards? When employees are terminated or have resigned, things can sometimes fall through the

cracks. As a result, you may be dealing with the headache of unauthorized purchases.

Making sure you review this list regularly, at least once monthly, can save you the headache of finding out later that a former employee is using the card after their employment ends. Confirm you have the ability to speak to a live person to cancel the card at any time day or night, 24 hours a day, 7 days a week.

Review your transactions regularly: Are you looking at your transactions every day? Weekly? Monthly? Every invoice? The more frequently you review transactions, the more quickly you will spot red flags and see trends in usage. Consistently reviewing transactions and invoices for discrepancies reduces long term theft and uncovers areas that need improvement.

Having a transaction report emailed to you daily makes review easier to build into your day so invoices don't become an item that falls to the bottom of your to-do list.

Utilize your online portal effectively: Make sure you know all the features available to you. As creatures of habit, we gravitate towards what we already know and understand. Are you overlooking reports and tools that could make your life much easier? Here are some features to look for:

- Exception reporting, which allows customers to set time frames that fall outside of normal buying cycles.
- Options to schedule reports for automated delivery straight to your inbox.
- Ability to order cards online, which saves time and eliminates mistakes when ordering over the phone or via email.

Manage your identification numbers: Make it clear the identification numbers (PIN or DIN) should never be written on the card or kept near the card where it could fall into the wrong hands. It sounds like a no-brainer, but it bears repeating unless you want to invite theft.

A simple solution? Let employees select their own easy to remember PIN and DIN, which could be the same as their debit card or some other card they frequently use.

Know your fees: A fuel management company should make your life easier, but they shouldn't charge you an arm and a leg to do it. Be aware of any fees added to the services offered including, but not limited to, transaction fees, set-up fees, card fees, report fees and/or customer service fees.

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PetroCard delivers the best of cardlock and retail fuel card networks through our 60 PetroCard owned cardlock sites, as well as access to Pacific Pride, CFN, WEX, and Fuelman accepting locations. Our strength in networks gives you access to over 180,000 fueling locations across the country. For more information, visit us at www.petrocard.com.

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Bid More, Spend Less, and Win More

How to Choose Wisely when Seeking Proposal Support to Increase Your Bid Success

By Brent Paris, *BID Designs LLC*

I have been working with proposals non-stop for more than 20 years. In 2006, I established BID Designs to fill a gap in proposal support for Government contractors that I continuously experienced when I was a buyer for those services.

I hear the same thing from new clients all the time. They spent a lot of money on the last proposal, the consultant did not perform as expected and could not do all the work, and they lost on compliance. Further, many clients express concern regarding the release of their competitive information to consultants.

I fully understand their concerns. In fact, I understand it so well that I set up a company to combat those concerns at every turn.

If Proposal Managers are to receive the consulting services they expect, it is up to the buyers to ensure the right resources are engaged and managed. Too often, these transactions happen quickly, and the proper scope, expectations, and results are missed. There are many good consultants out there, but it is truly the buyer's responsibility to

pick well and execute effectively. Here are five guidelines to keep in mind when considering the purchase of proposal services:

1. Don't hire one consultant thinking he or she will win the effort and grow your company enormously. It simply doesn't work that way. Winning is a grand culmination of the right strategies, solutions, teams, customer intelligence, responsiveness, and impactful, low-risk solutions. In 20 years, I have not met one person who can do all of that alone.
2. Ensure the expectations are clearly established in your contract. This sounds basic, but it is so often overlooked. What is the consultant providing? Will you get a compliance matrix, templates, compliance reviews, and reports? Or will you be paying for a lot of advisement? It is important to know. Often, a consultant simply wants to provide expertise. This can be great, but if the effort is not being led effectively, it can result in a costly mistake that may not impact the win.

3. If you need proposal desktop publishing, graphics, and compliance, make sure you are paying for that level of service. This work is very seldom performed by one labor category and certainly not the highest end labor categories typically. In fact, this usually requires quite a mix of labor categories.
4. Always ask a proposal consultant if he or she will destroy the information they produce for you, especially if they also provide competitive intelligence.
5. Make sure your consultant is available when the RFP is released. This is very tricky, since we seldom know for sure when it will drop. I have seen many consultants engaged early on, only to be unavailable when the final RFP is released.

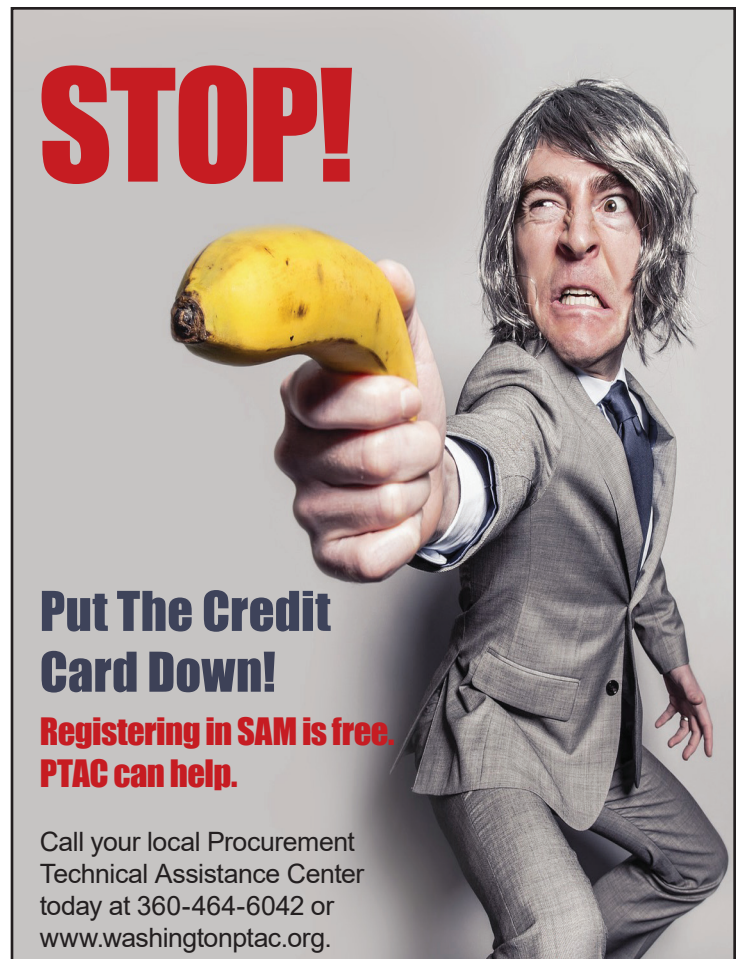
I understand these concerns so well that my company puts services and measures in place to ensure all of them are mitigated from the outset. It is critically important that Government contractor bid and proposal (B&P) dollars are spent wisely, effectively, and focused on the results every time.

Likewise, when you are looking to staff your internal proposal shop, always make sure you understand what you need, communicate your expectations, and make a wise financial investment. In my 20 years, I have not come across many people who can do it all, yet I see the expectation time and time again. Those people get burned out or management decides it isn't working. The truth is, it was set up for failure from the beginning.

Sometimes, companies pull those proposal resources into other efforts, and then they are not available when the proposal is due. I always advise my clients to take care of the proposal infrastructure first and consistently. Develop a turn-key procedure for compliance matrix development, amendment processing, compliance-based desktop publishing and editing, production, graphics, and compliance reviews and assurance. Failure to properly resource and execute those elements alone can bring an otherwise healthy proposal to a dreadful, non-compliant end. Once your solution is established and

utilized on a consistent basis, it is very easy to see where you need to resource, either in-house or externally, to develop and write your winning solution. With the right approach, companies are able to streamline their bidding and focus on the win elements, bid on more proposals for less cost, and achieve a much higher win rate.

Brent Paris is the founder and owner of BID Designs LLC. BID Designs was established in 2006 to provide Government Contractors with the exact proposal support services they need at a price that makes sense. Founder Brent Paris and his team operate with the highest degree of ethics and integrity as evidenced by their recent Better Business Bureau Torch Award for Ethics. Our Government Contractor clients receive consistent, process-based support in request for proposal (RFP) analysis, compliance-based desktop publishing, graphics, and final production. BID Designs is excited to enter the Pacific Northwest market in 2018.



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It Is More Than Just A Schedule



By Mona Carlson, blue ink consultants & Washington PTAC/KEDA Volunteer

Ahhh . . . delays in the construction project. An issue as old as time itself. Delays, especially on Government contracts, by the nature of the work/location/client, are inevitable. The Government, more so than any other client, has a much greater mission to perform than any one construction project and inescapability will throw obstacles in the path of the contractor - delaying the project, resulting in financial impacts for contractor and its subcontractors. The cost to resolve delay issues, the loss of extended overhead expenses, and the potential for liquidated damages are a financial reality that has been felt by many contractors. As more and more small, disadvantage businesses are awarded, or involved on Government contracts, delays and financial hardships on any one project can literally shutter a business.

While the contracting regulations consider the risks associated with Government contracts and allow for recovery, the courts are very clear that the contractor bears the burden of proving the cause of the delay, the actual impacts, and the excusability of the delay. And yet, time and time again contractors fail to meet the test.

Historically, as conflicts are hashed out in court cases, changes/clarifications to the regulations

occur to prevent repeat issues. Yet FAR 52.236-15 -- Schedules for Construction Contracts hasn't been revised since April 1984, simply stating ". . . prepare and submit to the Contracting Officer for approval three copies of a practicable schedule showing the order in which the Contractor proposes to perform the work, and the dates on which the Contractor contemplates starting and completing the several salient features of the work (including acquiring materials, plant, and equipment)". Rather the Government updates and clarifies the administrative specifications - to the point now the Government dictates the schedule program, requirements for an experienced scheduler, the type of activities to be detailed, limitations on durations, use and restrictions on the calendars, number of weather days, restrictions on milestones, open-ended activities, etc. The schedule, updates, and reports are extensive. Submitting an approved schedule is a mandatory requirement before work can begin. Submitting an acceptable update is a condition for progress payments (which of course is another issue).

Network analysis techniques were first introduced into the construction field in the early 1960's and the Government now requires network analysis in most construction projects. It is an expensive requirement, one the Government considers a prudent investment as the documents should identify and track exactly how the project was accomplished. And yet, not.

Time and time again, at the end of the project the schedule simply shows activities and the period of performance is just longer than originally scheduled. The parties begin the long, arduous process of arguing who is responsible for the delays. Having worked on both sides of this issue, the most common explanations for a poorly documented schedule are;

- 1: Project Manager, superintendent, or field staff charged with updating the schedule have limited experience the REA or claim process and are unfamiliar with the subtlety of the schedule specifications in documenting delay disputes/resolution.
- 2: The scheduler is off-site, not involved in the day-to-day operations, and is fed abbreviated information from the site team - without knowledge of issues.
- 3: It is unclear when an issue will impact the schedule, so it isn't identified in a timely man-

ner – if at all. Too many times it is assumed the correction will be timely and the schedule not recognized.

- 4: Resistance or disapproval by the owner to allow “impact” activities to be built into the schedule. Too many times the Government disallows new activities that they do not believe is an issue or their responsibility.

Contractors must stop thinking of the schedule as just a schedule. A submittal requirement. An obligation. It is a report card, a measurement. The schedule must be “as-built” every day and used as means to communicate and report what is happening. Activities with longer durations simply communicates that the contractor was late or inefficient. Failure to progress the work in a timely manner is the first step to default. To the contrary, Section 01 32 17.00 20 Cost-Loaded Network Analysis Schedules (NAS) requires that the schedule must identify “all other activities that could impact project completion if delayed.” and “Government and other agency activities that could impact progress must be clearly identified.” With each schedule update, a narrative report is required and must “a description of current and

anticipated problem areas or delaying factors and their impact, and an explanation of corrective actions taken or required to be taken.” So, do it.

Build/insert new activities when a delay occurs, and an activity is suspended. New activities. Simply “suspending” an activity will only result in a longer, unexplained duration once it resumes. Build new, continuous activities that reflect what happened and who is doing what. Track the progress, building new activities as actions transpire until it is resolved, and the work resumes. Record the events as they occur, not years later. Help your stakeholders and the client understand what is happening. Attempting to recreate history is a difficult, costly, and unfavorable process. Invest now. Make the schedule work for you instead of against you.

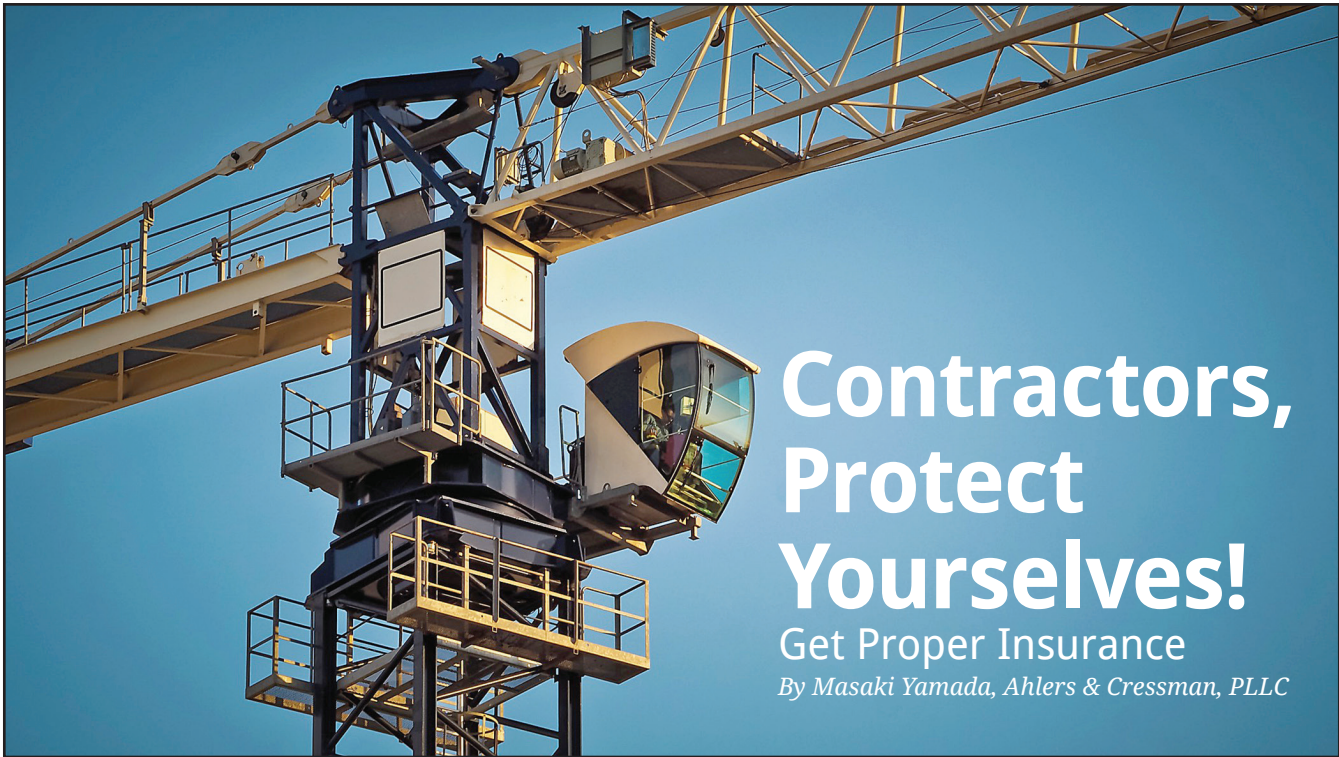
Mona Carlson owns blue ink consulting and volunteers her time teaching classes and hosting events with the Kitsap Economic Development Alliance’s Washington PTAC location. Find upcoming classes at www.washingtonptac.org or 360-377-9499.

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Contractors, Protect Yourselves!

Get Proper Insurance

By Masaki Yamada, Ahlers & Cressman, PLLC

Construction projects are inherently risky. Not only is there a risk that a project will not be completed “on time” and/or under budget, there is also risk of property damage or bodily injury on the jobsite occurring during or after a contractor performs work. Examples of damage occurring during the course of construction include a jobsite fire, a portion of one subcontractor’s work collapsing and damaging another subcontractor’s work, plumbing work bursting causing water damage to existing property or other trades, or a failure to weather-protect the roughed-in structure that allows wind or rain to cause damage. A typical example of damage occurring after the course of construction is defective construction of the roof, exterior siding, and/or flashing that allows water intrusion to cause damage to the building’s framing, sheathing or other interior portions of the property. One of the most common ways for a contractor to protect itself from incurring the costs from these types of risks is through insurance.

In Washington, the Department of Labor and Industries requires contractors to buy insurance listed as “public liability and property damage insurance.” This is commonly called a Commercial General Liability Policy or “CGL Policy.” CGL insur-

ance affords coverage for a variety of business-related risks. More importantly, for a contractor, the typical CGL policy covers claims for “bodily injury” and “property damage.” The typical CGL policy starts with one or more “insuring clauses” or the part of the policy that says what the policy will cover. The rest of the policy is reserved for a series of definitions, exclusions, and conditions that apply to those insurance clauses.

While there are numerous different aspects about an insurance policy and insurance coverage to understand, this article discusses the two main benefits a standard CGL policy provides to a contractor: (1) a duty to defend claims or lawsuits that allege potentially covered liabilities (i.e. an attorney will be assigned and paid for by the insurance company to defend the contractor against claims and lawsuits), and (2) a duty to pay liabilities that are actually covered by the policy—often referred to as the “duty to indemnify” (i.e. the insurance company will pay for property damage or bodily injury that was caused by the contractor’s work).

Your Insurer Has a Duty to Defend You When...

Most CGL policies promise to defend the policyholder against a “suit,” which obviously encompasses

an actual lawsuit. But the typical policy also defines “suit” to include arbitrations and other alternative dispute resolution proceedings, if the insurer agrees to the proceeding. An insurance company’s duty to defend is initiated by the policyholder/contractor formally requesting (i.e. in writing) that the insurer provide a defense under the policy. Most CGL policies require the policyholder to “promptly” notify the insurer of any suits.

Under Washington law, “the duty to defend is different from and broader than the duty to indemnify.” Am. Best Food, Inc. v. Alea London, Ltd., 168 Wn.2d 396, 414, 229 P.3d 693(2010). “The duty to defend arises based on the insured’s *potential* for liability and whether allegations in the complaint *could conceivably* impose liability on the insured.” Woo v. Fireman’s Fund Ins. Co., 161 Wn.2d 43, 60, 164 P.3d 454 (2007) (emphasis in original). The allegations in the complaint must be liberally construed in favor of coverage. Truck Ins. Exch. v. Vanport Homes, Inc., 147 Wn.2d 751, 760, 58 P.3d 276 (2002); R. A. Hanson Co. v. Aetna Ins. Co., 26 Wn. App. 290, 295, 612 P.2d 456 (1980). Simply put, “[a]n insurer must defend if the claim is *potentially* within the policy.” R.A. Hanson, 26 Wn. App. at 294 (emphasis added); *see also* Kirk v. Mt. Airy Ins. Co., 134 Wn.2d 558, 561, 951 P.2d 1124 (1998) (insurer must defend suit “alleging facts and circumstances *arguably* covered by the policy”) (emphasis added).

The lesson to contractors is that if you have been sued for any reason, especially if you have been sued for property damage or bodily injury allegedly caused by your work, your insurer is likely required to provide a legal defense to the claims alleged against you. Moreover, there are harsh penalties that can be assessed against an insurer that improperly refuses to defend when it was required to do so.

What is covered by your policy?

The determination of whether a contractor’s insurance policy covers a claim (i.e. whether the insurer will pay for the property damage or bodily injury) in construction cases often turns on whether the claimant is suing for “property damage” or “bodily injury.” Insurance policies usually provide two definitions for “property damage”: (1) “Physical injury to tangible property, including all resulting loss of use of that property”; and (2) “Loss of use of tangible property that is not physically injured.” The damage need not be catastrophic; it is enough that

the claimant alleges that the policyholder is liable because something has been physically affected in a negative way.

What is covered or not covered by a typical CGL policy may be best explained by examples. Examples of what is typically covered are: if you improperly install the plumbing work and a pipe later leaks and causes damages to the owner’s property; a pedestrian slips on a pipe you left out on or near the job-site; a subcontractor worker is injured on a project site and L&I does not cover all of his medical costs and lost wages (Stute v. PMBC / “Stute claim”); and, “defective” work that caused damage to the owner’s property or other third party property (exclusions may apply). What is typically not covered by a contractor’s CGL policy includes breach of contract claims with no resultant property damage, such as claims for failure to complete the work or aesthetic claims.

Despite how this article makes insurance coverage seem pretty straightforward, all the above situations have exclusions to coverage (then, there are exceptions to those exclusions!). After all, only a half or third of the first page of the insurance policy tells you what is covered. The rest of your one-inch thick insurance policy gives you exceptions and limitations to that coverage. There are also diverse ways for a contractor to get insurance coverage and several types of insurance policies available to a contractor (i.e. getting named as an additional insured on some other contractor’s policy; buying endorsements to get around common exclusions; OCIP/CCIP policies; claims against the owner’s builders’ risk policies, etc.). While there are far too many exceptions and limitations to insurance coverage and diverse ways to get insurance coverage to explain in this article, it is good to know that the purpose of a CGL insurance policy is to protect your business against claims for property damage and/or bodily injury. It is recommended that you look at your insurance more closely, speak with your insurance broker and/or attorney about any questions, and purchase the correct insurance for your business needs.

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



SBA All-Small Mentor-Protégé Program

SBA's Implementation Gets an "A+," but Pervasive Myths Remain

By Steven Koprince, Koprince Law LLC

The SBA's powerful new All-Small Mentor-Protégé Program has been up and running for about a year and a half now. It's time for a progress report—how's the ASMPP doing?

On the implementation side, the roll-out of the new program has been about as impressive as I've ever seen for a major new small business initiative. But public education about the program hasn't been so successful. Pervasive myths about the ASMPP abound—like the myth that “mentor-protégé” is a form of teaming relationship.

ASMPP Implementation: Let's start with the good news. The SBA has done a fantastic job of rolling out the new program, making it quick and easy for contractors to apply. A few highlights:

- **Electronic Application.** All ASMPP applications are submitted electronically through the SBA's “certify.sba.gov” website. Clients uniformly tell me that the electronic submittal process is simple and quick.
- **Sample Agreement.** SBA makes the application process even simpler by providing a sample agreement on the ASMPP website. The sample is just a starting point, of course—each men-

tor-protégé pair needs to provide a significant deal of additional information to complete the agreement—but it's a darn good starting point.

- **Speed.** The ASMPP office has been processing applications very quickly. At one point in early 2017, the average processing time was a lightning-fast eight days. It typically takes a little longer now, but for those who have been through some other SBA application processes (here's looking at you, 8(a) Program), the speediness of the ASMPP process has been impressive.

Pervasive ASMPP Myths Remain: The ASMPP application requires future participants to go through a training module, and SBA officials have taken other steps to educate the public about the program. In my experience, though, the typical contractor (even the typical sophisticated contractor) still has major misconceptions about the ASMPP. These include:

- **“Mentor-Protégé” Ain't a Team.** Many contractors believe that a mentor-protégé relationship is a form of teaming agreement. It isn't. A mentor-protégé agreement is an assistance agreement, not a teaming relationship. An SBA-approved ASMPP pair does enjoy certain team-

ing benefits—primarily, the ability to form joint ventures without regards to the mentor’s size. But the mentor-protégé agreement itself doesn’t create a joint venture, prime/subcontractor relationship, or any other form of FAR-recognized team.

- The Protégé Doesn’t “Own” the Mentor’s Past Performance. Large and small contractors alike seem to believe that a protégé can “use” its mentor’s past performance, no matter what. The truth is more complicated. The rules vary depending on the mentor’s role in the acquisition in question, the terms of the solicitation, and other factors, like plain ol’ agency discretion.
- The Protégé Can’t be a Pass-Through. Some contractors (especially large businesses) seem to believe that a protégé can subcontract all, or almost all, of a set-aside contract to its mentor. By the same token, some contractors think that a mentor can perform all, or almost all, of the work performed by a mentor-protégé joint venture. Neither of these things is true. The ASMPP

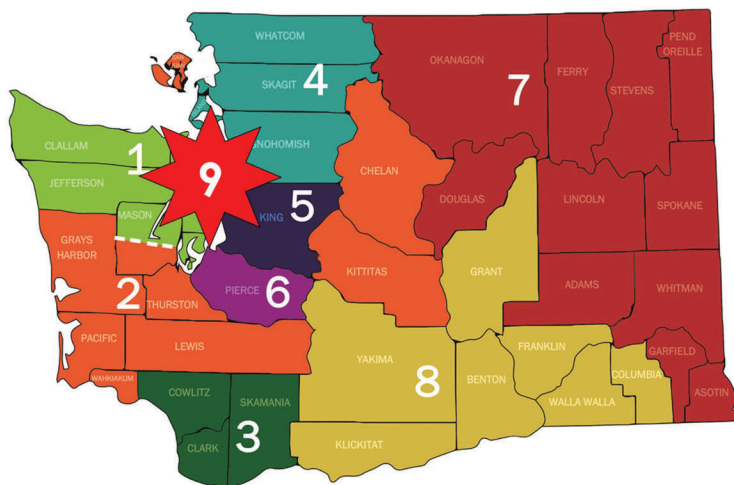
program doesn’t provide any exceptions to the ordinary limitations on subcontracting and SBA joint venture work share rules.

The ASMPP Moving Forward

Myths aside, the ASMPP nonetheless offers powerful benefits, including certain exceptions from the ordinary affiliation rules and (for the protégé), the ability to obtain critical business development assistance from a more established contractor. And it’s proven popular: as of January 1, 2018, more than 700 companies had been approved to participate in the ASMPP.

As the program matures, I hope to see misconceptions like those I’ve mentioned disappear from public consciousness. But while the SBA may have some more work to do on the educational front, it deserves praise for the speed and efficiency of the process.

Steven Koprince is the managing partner of Koprince Law, LLC, a boutique law firm dedicated exclusively to assisting clients with federal government contracts law. Steven can be reached at 785-200-8919 and skoprince@koprince.com. Follow his blog at www.smallgovcon.com.



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Meeting with Small Business Professionals

By Diane Kostelecky

You have determined that your company offers a service or product that the US Government should purchase. Now you need to find out who you should market your product to. All Government agencies are required to have a Small Business Program and have goals to ensure that Small Business Companies receive their share of Government Contracts. Meeting with a Small Business Professional (SBP) from the agency should be your first step. But there are a few things you should do prior to setting up a meeting. Here are a few tips to get you started to a successful meeting.

1. Know who buys/purchases your service or product. You can find out some basic information by doing an advanced search on FedBizOpps. Gov (FBO). You can enter a keyword or a NAICS (North American Industry Classification System) Code and search 'awards' to see who has purchased the product / service in the past. All awards \$25,000 and over are posted on FBO. Your local Procurement Technical Assistance Center (PTAC) can help you with this.

So you have found who purchases your product / service, now what?

2. Now it is time to find out who the SBP is for the agencies that purchase your product or service. You can find this by using a search engine on the internet. Example: the Navy buys the product you sell, search for Department of the Navy Office of Small Business, once on the site, link to the State you reside in. The Department of Defense Small Business Program website also has links to major command small business offices.

You have located a SBP to meet with, now what?

3. Before your meeting, do some more research. Find out the mission of the agency you are meeting with. All agencies have a public website that provide a mission and vision statement. The more you know and bring to your meeting, the more the SBP will be able to assist you. On some of the websites, the agencies will post a Long Range Forecast for services / products that they anticipate procuring over the next two to three years. Review the forecast and see if your products / services are listed.

Now you are ready to set up your meeting.

4. Share your research with the SBP, let them know you did your homework. Give them the award information that you found on FBO, explain to them that you understand the mission of the agency. If a forecast was posted, show them where your company may be of assistance.

What you should ask.

5. Have a list of questions to help you.
 - a. How does the agency contract, do they advertise on FBO or do they have a specific contract vehicle (STARS, SEAPORT, GSA, FEDBID, etc.)
 - b. Is there an Indefinite Delivery, Indefinite Quantity (IDIQ) contract in place, if so, what is the expiration date? This type of contract is normally used for products or services that are required frequently.
 - c. Does the agency have an Industry Day event where you can meet with the requirement owners? If so, when is it held and how often?
 - d. Is there a requirement owner that I can meet with to share my company's capabilities?
 - e.

Remember that working with the Government can be very rewarding; at the same time it can be overwhelming. Take the time to do your homework and to prepare for these meetings. Understand that DoD agencies are very large and you may have to do a lot of research to find who actually purchases your product

In a nutshell, here are the steps.

1. Visit with PTAC to ensure you are ready to meet with Government (registrations are complete, etc.)
2. Market Research – Who buys your product or service
3. Understand the agency's mission
4. Set up a meeting with the SBP
5. Ask Questions, schedule a follow up meeting.

Helpful Websites:

DoD Office of Small Business Programs: <http://business.defense.gov/>

Procurement Technical Assistance Center: <http://www.aptac-us.org/>

USA Spending: <https://www.usaspending.gov/Pages/default.aspx>

Department of the Navy Office of SB Programs: <http://www.secnav.navy.mil/smallbusiness/pages/index.aspx>

Department of the Army SB Program: <http://www.micc.army.mil/small-business.asp>

Department of the Army Corps SB Program: <http://asc.army.mil/web/tag/armys-office-of-small-business-programs-osbp/>

Department of the Air Force SB Program: <http://www.airforcesmallbiz.af.mil/>

Diane Kostelecky is a former Navy Small Business Professional and now volunteers her time with the Kitsap Economic Development Alliance PTAC location in Silverdale.



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Doing Business with the DOE Hanford Prime Contractors & PNNL

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

WHO

In Richland, Washington there are three Department of Energy offices: the Richland Operations Office, Office of River Protection and Office of Science. Seven prime contractors as well as the Pacific Northwest National Laboratory (PNNL) operate on site. Each of these entities have a very specific scope from each other and different missions related to the cleanup 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 opportunities so you don't miss out. If you are interested in learning more about the Hanford

site, please visit www.Hanford.gov and familiarize yourself with the specific roles of each prime contractor. Figuring out how you can meet their needs and how each are different from each other is key to your success. Use your market research tools to gather information to tailor your capability statement and other marketing materials to showcase your core competencies, past performance and to distinguish your business from your competition. Your PTAC Counselor can help you develop a professional capability statement that effectively highlights your business.

HOW

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

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

Hanford Vendor Registration

<https://www5.hanford.gov/vendreg/>

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

Bechtel Vendor Registration

<https://www.Bechtel.com/supplier/>
required to bid on opportunities

PNNL Vendor Registration <https://ebs.pnnl.gov/>

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 a different small business subcontracting goal so they are always looking to maximize small business use in all socio-economic categories.

You should plan on attending Bridging Partnerships at the Three Rivers Convention Center in Kennewick, WA on April 18-19, 2018 if you are interested in learning more about how to do business with DOE, the Hanford prime contractors, and PNNL. This event brings together years of Hanford knowledge and speakers who are familiar with each entities' scope of work. This two-day event features a Hanford Site bus tour, educational breakout sessions, a trade show and networking opportunities. For more information visit www.bridgingpartnerships.com and register today as space is filling up quickly.

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

Ashley Coronado 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.



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Top Tips for Winning a Government Contract

By Washington Procurement Technical Assistance Center (PTAC) team

Washington's Procurement Technical Assistance Center (PTAC) team is dedicated to helping firms find, bid, and win government contracts and sub-contracts. Their no-cost, one-on-one advising services has been proven to be effective in increasing a firm's ability to succeed in the marketplace. The team has assembled their top tips. To find a counselor near you and set an appointment, visit www.washingtonptac.org.



Ryan Rodin, PTAC Counselor, Greater Spokane Inc.

"Before diving into government contracting, do your research! USA Spending has a wealth of information about government contracts awarded that can help you gather important

information, like which agencies are purchasing your goods or services, prime contractors you could potentially sub for, who your competition may be, and more."



Darrell Sundell, PTAC Counselor, Green River Community College

"Every year review your agency vendor registrations to ensure that the information is current and that you have included all appropriate industry

codes that define what you offer including the SBA Dynamic Small Business Search. All of these registrations help to position your business to receive notices of potential opportunities and in essence are free advertising for your firm."



Kathy Cocus, PTAC Counselor, Kitsap Economic Development Alliance

"When you say you want to sell to the Navy, know which Navy matches what you sell! Construction – NAVFAC. Goods – NAVSUP and DLA. Services and Tech – most likely NAVSEA. It is not one size

fits all!"



Ashley Coronado, PTAC Counselor, Tri-City Regional Chamber of Commerce

"Develop an effective capability statement to set your company apart from your competition! Your marketing piece should convey all essential information – contact info, your capabilities, differentiators, and more, plus include color and photo. Take it to outreach events to make a great first impression! And don't forget to link it to your website for download as a PDF."



**Cate Taylor, PTAC Counselor,
Economic Alliance Snohomish
County**

“Don’t lead with your certification, lead with your value. What you offer that will save the agency - Time, Resources, Information and Money (TRIM). There is no-cost help through PTAC every step of the way, take the time to gain the knowledge to grow your revenues in the government market.”



**Kate Hoy, PTAC Counselor, Thurston
Economic Development Council**

“Do you want to know if you’re ready to sell to the government? Download and read a solicitation! The process is free and easily accessible and you will learn a lot.”



**Jeannet Santiago, PTAC Counselor,
Greater Vancouver Chamber of
Commerce**

“Take a rifle approach to your marketing versus a shotgun! Define your market and target them effec-

tively through your verbal pitch and marketing materials.”



**Jessica Kirk, PTAC Counselor,
Greater Spokane Inc.**

“Keep your numbers straight. In federal contracting you’ll have several numbers including an MPIN. Your MPIN is essentially a password created in the System for Award Management that allows you to access other government sites such as the Past Performance Information Retrieval System.”

The Washington State Procurement Technical Assistance Center (PTAC) works to give businesses the opportunity to thrive in the government-contracting marketplace. They provide no cost, confidential, one-on-one technical assistance in all aspects of selling to federal, state, and local governments. PTAC advises businesses on bid reviews, marketing assistance, contract performance, small business designations, and more. PTAC hosts procurement training classes and seminars, and helps businesses register with the correct databases in order to compete for government contracts.

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acronym guide

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

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

the only acronym you need to know





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

agenda

Wednesday, March 14, 2018		
4:00 – 6:00 pm	Alliance Northwest Evening Reception*	
Thursday, March 15, 2018		
7:00 – 8:30 am	Check In & Networking Breakfast Presentation of Colors, National Anthem Welcome by Congressman Denny Heck, US Small Business Administration, and Washington Procurement Technical Assistance Center	Dining Hall
8:30 – 11:30 am	Exhibit Hall Open	
8:30 – 9:20 am	Breakout Session 1	
	Veteran Business Opportunity Showcase & Buyer Panel Featuring Gary Condra and Jennifer Montgomery, Washington State Dept of VA & Stephen "Dale" Allen, US Veteran Affairs	Dining Hall VETERAN TRACK!
	NIGP Training for State/Local Buyers Only Getting Small Business on Board with Accepting Your PCard Dave Davis, Washington State Department of Transportation	Heritage Room
	NIGP Training for State/Local Buyers Only "Been There, Done That!" – Tips and Tricks for On-Line Bidding Steve Demel, Tacoma Public Schools	Pioneer Room
9:30 – 10:20 am	Breakout Session 2	
	What Primes Wish All Small Businesses Knew Panelists: Stephanie Caldwell, Absher Construction; Alison Grade, McLaughlin Research Corporation; and Angela Carrick, Triumph Actuation Systems	Heritage Room VETERAN TRACK!
	Mentor-Protégé Agreements & JVs: Myths, Realities and Opportunities Steven Koprince, Koprince Law LLC	Founders Room
	Opportunities in Transportation – A Forecast Panelists: Brenda Nnambi, Sound Transit; Jenna Fettig & Oscar Cerda, WA State Department of Transportation; and Viviana Garza, Seattle Department of Transportation	Pioneer Room
10:30 – 11:20 am	Breakout Session 3	
	Super-Secret Contract Data Found! By Cate Taylor, Washington PTAC	Heritage Room
	Proposal Fundamentals to BID MORE, SPEND LESS, AND WIN MORE Brent Paris, Bid Designs	Founders Room VETERAN TRACK!
	Legal Considerations for Federal Subcontractors Maria Panichelli, Cohen Seglias Pallas Greenhall & Furman, PC	Pioneer Room

11:45 am - 1:00pm	Lunch & Keynote Speaker	Dining Hall
Contracting in the Age of Trump James F. Nagle, Oles Morrison Rinker & Baker, LLP		
1:00 - 4:00 pm	Exhibit Hall Open	
1:30 - 2:20 pm	Breakout Session 4	
Protecting Your Construction Business: Insurance and Bonding Considerations Masaki "Saki" Yamada, Ahlers & Cressman PLLC		Founders Room
Financing Your Government Contracts By Larry Trujillo, US Small Business Administration		Pioneer Room VETERAN TRACK!
2:00 - 4:00 pm	Matchmaking Sessions	Near Exhibit Hall
3:00 - 3:50 pm	Breakout Session 5	
NIGP Training for State/Local Buyers Only Getting Small Business on Board with Accepting Your PCard Dave Davis, Washington State Department of Transportation		Heritage Room
NIGP Training for State/Local Buyers Only "Been There, Done That!" – Tips and Tricks for On-Line Bidding Steve Demel, Tacoma Public Schools		Pioneer Room
4:00 pm	Event Concludes	

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breakout sessions

8:30 – 9:20 am	Breakout Session 1
<p>Veteran Business Opportunity Showcase & Buyer Panel Featuring Gary Condra and Jennifer Montgomery, Washington State Dept of VA & Stephen “Dale” Allen, US Veteran Affairs Panelists: Marc Frederick, US VA; Richard Steffey, US VA; Thomas Ebenhoh, US VA; Servando Patlan, Washington State Department of Enterprise Services</p> <p><i>Veteran Owned Small Businesses will have an opportunity to hear from a panel of buyers on how to do business with their agency, upcoming contracting opportunities at the federal and state level, and what’s new in certifications.</i></p>	<p>Dining Hall</p> <p>VETERAN TRACK!</p>
<p>NIGP Training for State/Local Buyers Only Getting Small Business on Board with Accepting Your PCard Dave Davis, Washington State Department of Transportation</p>	<p>Heritage Room</p>
<p>NIGP Training for State/Local Buyers Only “Been There, Done That!” – Tips and Tricks for On-Line Bidding Steve Demel, Tacoma Public Schools</p>	<p>Pioneer Room</p>
9:30 - 10:20 am	Breakout Session 2
<p>What Primes Wish All Small Businesses Knew Panelists: Stephanie Caldwell, Absher Construction; Alison Grade, McLaughlin Research Corporation; and Angela Carrick, Triumph Actuation Systems</p> <p><i>Get the inside scoop from prime contractors in three different industries (construction, service, and aerospace manufacturing) on what they look for in subcontractors and suppliers. Increase your chances of success when targeting prime contractors by gaining an understanding of what really matters to them and what you do that drives them crazy!</i></p>	<p>Heritage Room</p> <p>VETERAN TRACK!</p>
<p>Mentor-Protégé Agreements & JVs: Myths, Realities and Opportunities Steven Koprince, Koprince Law LLC</p> <p><i>For small and large contractors alike, SBA mentor-protégé agreements--and joint ventures formed under them--offer tremendous opportunities. But there are many common misconceptions surrounding mentor-protégé agreements and joint ventures, and those misconceptions can lead to compliance problems. In this session, government contracts attorney Steven Koprince discusses the ins and outs of SBA’s mentor-protégé programs and joint ventures--in plain English. The session focuses on common misunderstandings about how mentor-protégé agreements and joint ventures work and will help participants take advantage of these powerful opportunities without missteps.</i></p>	<p>Founders Room</p>
<p>Opportunities in Transportation – A Forecast Panelists: Brenda Nnambi, Sound Transit; Jenna Fettig & Oscar Cerda, WA State Department of Transportation; and Viviana Garza, Seattle Department of Transportation.</p> <p><i>Hear from a panel of agency representatives from the Puget Sound who will share how to do business with their agency. They will also provide a forecast of upcoming opportunities for transportation related projects in the region. Get in on the action, meet the players, and get your questions answered!</i></p>	<p>Pioneer Room</p>
10:30 - 11:20 am	Breakout Session 3
<p>Super-Secret Contract Data Found! Cate Taylor, Washington PTAC</p> <p><i>Okay, so it's actually not secret. You just need to know where to look. The public sector is filled with valuable data that can help you discover what government bought in the past, who they purchased from, and for how much. In this session, you'll learn quick search tips for the Federal government's market research database: www.USASpending.gov.</i></p>	<p>Heritage Room</p>

10:30 - 11:20 am continued	Breakout Session 3
<p>Proposal Fundamentals to BID MORE, SPEND LESS, AND WIN MORE Brent Paris, Bid Designs</p> <p><i>Responding to RFPs present challenges to even the most experienced professionals and companies. In this session, we first map out the key proposal response fundamentals and compliance considerations you must have in place for every proposal. We then present the key pitfalls Government Contractors face and what to do to avoid them. In the end, we wrap the session by providing a comprehensive overview of the keys to resourcing proposals to be most cost and process efficient.</i></p>	<p>Founders Room</p> <p>VETERAN TRACK!</p>
<p>Legal Considerations for Federal Subcontractors Maria Panichelli, Cohen Seglias Pallas Greenhall & Furman, PC</p> <p><i>Get paid, know your rights, and avoid common pitfalls! In this session, experienced Federal contracting attorney Maria Panichelli will cover the essential issues that subcontractors on Federal contracts must keep in mind. She will discuss the negotiation of subcontract clauses, including mandatory FAR flow-downs and other critical provisions including disputes and payment clauses. Maria will also explain how to handle upstream claims against the owner, detailing how to navigate the pass-through claim process and the negotiation of liquidating agreements. If you're a small business pursuing work as a subcontractor, this session is a must-attend!</i></p>	<p>Pioneer Room</p>
11:45 am - 12:45 pm	Lunch & Keynote
<p>Contracting in the Age of Trump James F. Nagle, Oles Morrison Rinker & Baker, LLP</p> <p><i>Any new administration, especially one of a different political party than its predecessor, involves different priorities and often total reversals from the previous president. The Trump administration is no exception, but its impact on procurement both what is being purchased and the process is monumental.</i></p>	<p>Dining Hall</p>
1:30 - 2:20 pm	Breakout Session 4
<p>Protecting Your Construction Business: Insurance and Bonding Considerations Masaki "Saki" Yamada, Ahlers & Cressman PLLC</p> <p><i>Insurance and bonds are essential in protecting your construction business, but they can be very complicated and difficult to understand. In this session, we will attempt to clear up some of the confusion, so that you can procure the proper insurance and bonds to properly protect your business.</i></p>	<p>Founders Room</p>
<p>Financing Your Government Contracts Larry Trujillo, US Small Business Administration</p> <p><i>Learn what financial preparations to make as you work to secure your next federal contract. Gain insights from a former lender on how with confidence to explain seasonality and fluctuations in your cashflow cycles. What finance tools are available to you? And, how can you apply these tools to your unique business situation? Join this session to explore these topics and more!</i></p>	<p>Pioneer Room</p> <p>VETERAN TRACK!</p>
3:00- 3:50 pm	Breakout Session 5
<p>NIGP Training for State/Local Buyers Only Getting Small Business on Board with Accepting Your PCard Dave Davis, Washington State Department of Transportation</p>	<p>Heritage Room</p>
<p>NIGP Training for State/Local Buyers Only "Been There, Done That!" – Tips and Tricks for On-Line Bidding Steve Demel, Tacoma Public Schools</p>	<p>Pioneer Room</p>

presenters & speakers



S. Dale Allen

Mr. Allen is a Veteran of the United States Navy (1993-1997). He started his contracting career as a Storekeeper working in a Purchasing Department while on board the USS Carl Vinson (CVN-70). Following his time in the service he went on to earn a Bachelor's Degree from Arizona State University in 2001 and his Master's Degree from Grand Canyon University in 2005. He has 20 years of Contracting experience with various agencies contracting for a wide range of requirements.

As Director of Contracting for the Network Contracting Office 20, Mr. Allen has oversight of contracting requirements for VA Northwest Health Network (VISN 20) to include all supplies, services, construction, and leasing requirements throughout Washington, Oregon, Idaho, and Alaska.



Gary Condra

Gary Condra is the Deputy Director of Your Washington State Department of Veterans Affairs. Prior to this appointment he served as the WDVA Chief Financial Officer, responsible for accounting, budget, capital projects, compliance, emergency management and risk management. He joined WDVA in June 1998 as the Associate Superintendent of the Washington Soldiers Home, Orting, Washington. Prior to joining Veterans Affairs, Gary spent 20 years in the United States Army Medical Service Corps and retired in 1998 as a Lieutenant Colonel. In the Army, Gary worked with a number of innovative programs in military health-care. Gary holds a Masters degree in Health Care Administration from Baylor University and a Bachelors degree from the University of Tennessee. He is a life member of the Military Officers Association of America and a member of the American Legion. He is married to Rebecca and has two adult children Christopher and Sara.



Jeremy Field

Jeremy Field leads the economic development, small business initiatives and program operations for the U.S. Small Business Administration (SBA) Region X Office. Prior to joining the SBA in January 2018, Field spent the nine years in Pocatello, Idaho as the regional director and state grant coordinator for U.S. Senator James E. Risch (R-Idaho), the chairman of the Senate Committee on Small Business and Entrepreneurship. Prior to working for Senator Risch, Field was a staff assistant for former U.S. Senator Larry Craig (R-Idaho) on the U.S. Senate Special Committee on Aging in Washington, D.C. An Idaho native, Field has a master's degree in public administration from Idaho State University, a juris doctor degree from University of Idaho, a bachelor's degree in political science from Brigham Young University and an associate's degree in mathematics and physical science from Brigham Young University-Idaho.



Steven Koprince

Steven Koprince is the Managing Partner of Koprince Law LLC. Steven's legal practice focuses on federal government contracts law. Steven has successfully represented government contractors in GAO bid protests, SBA OHA size protests and appeals, 8(a) and service-disabled veteran-owned small business eligibility challenges, FAA ODRA protests, and many other government contracting matters. In addition to helping government contractors resolve legal disputes, Steven helps clients address compliance issues arising under the FAR, SBA size and affiliation regulations, and other laws. Steven is the author of *The Small-Business Guide to Government Contracts* (AMACOM Books, 2012), and has published a number of articles on government contracting, which have appeared in leading legal and industry publications. Steven has spoken to audiences across the country on government contracting and small business matters, and blogs regularly on similar topics at SmallGovCon (smallgovcon.com).



James Nagle

A nationally recognized attorney and thought leader in government contract law, Jim Nagle is sought after for his valuable counsel as consultant, expert witness or arbitrator/mediator by the government and its federal contractors. Throughout his distinguished career, Jim has represented owners, contractors, subcontractors, sureties, architects, engineers and all parties in the contracting process. His past experience includes serving as chief of the Logistics and Contract Law Branch of the Department of the Army staff and as a trial team chief in the Army's Contract Appeals Division. He is the author of seven books on federal contracting and more than 100 articles that have appeared in various publications. He regularly teaches a course on Government Contract Law for Educational Services Institute on behalf of George Washington University and has taught Government Contracts for the University of Washington and Seattle University. Jim received the Federal Bar Foundation Award for Distinguished Accomplishment in the Study of Procurement Law.



Maria Panichelli

Maria L. Panichelli is an Associate at Cohen Seglias in the firm’s Construction and Federal Contracting Groups. As a member of the Federal Group, Maria represents a national client base of prime and subcontractors, with a focus on federal construction contracting, and small business procurement issues. Maria’s practice spans a variety of federal contracting matters, including bid protests, REAs, contract claims, and appeals. She also counsels clients in all aspects of small business procurement, and provides effective assistance to clients applying for small business status, or competing for small business program set aside contracts. She has considerable experience drafting teaming and joint venture agreements, and advising small business clients with regard to potential affiliation problems and subcontracting requirements. Prior to joining Cohen Seglias, Maria handled complex commercial and corporate litigation before the Delaware Chancery Court.



Brent Paris

A Huntsville, Alabama native entrepreneur, Brent started BID Designs in 2006 with the applied experience to provide Government Contractors with proposal support services they need. Brent has more than 20 years of front-line proposal management experience and has used that experience to provide his clients with the exact services they need. Brent also coaches small business owners in business development by aligning their strategic goals with an actionable plan with a focus on CEO wellness in fitness, nutrition, and emotional support. Additionally, Brent provides training and motivational classes as well and is always glad to entertain a public speaking need.



Cate Taylor

Cate Taylor has a Bachelor of Science in Business Administration along with 15 years as a small business owner. For the last 10 years she has worked in small businesses and non-profits. Her professional roles have included Executive Director for the Home Care Association Washington and Alliance for Healthy Communities where she managed grants through the Washington Department of Health. Most recently she was the Purchasing Manager for Dillon Works a custom fabrication company in Mukilteo, WA. Her experience as a business owner included teaching adult education through the Western United States showing educators how to turn recycled materials into classroom props, curriculum tools and creative materials. She successfully transferred the ownership of the business in 2004. As a trainer she led business training workshops for a micro finance non-profit in Seattle and will be providing PTAC workshops throughout Snohomish, Whatcom, Skagit and Island Counties.



Larry Trujillo

In 2010, Mr. Larry Trujillo joined the Small Business Administration (SBA) in Oregon and Southwest Washington. During his SBA tenure Mr. Trujillo has provided numerous strategic training sessions to lenders and borrowers in the Pacific Northwest, and was selected to serve on special assignment as a Director of Financial Oversight for SBA’s Office of Small Business Development Centers in Washington, DC. Prior to 2010, Mr. Trujillo was one of the original founders of a twenty-five year old change management, strategic consulting, and executive coaching firm with offices in Los Angeles, California and Amsterdam, Netherlands. In addition, he has held leadership and senior-level positions with Bank of America, Instituto Bancario San Paolo di Torino (Italy), First Los Angeles Bank and California Federal Bank.



Masaki James Yamada (“Saki”)

Saki Yamada is a Partner at Ahlers & Cressman PLLC and his practice focuses on complex construction, insurance, business litigation, commercial real estate, and communications law. He regularly represents and advises general contractors, subcontractors, developers, business and property owners, and design professionals in a wide range of legal issues from contract negotiations to payment disputes. Mr. Yamada started his legal career at the King County Prosecuting Attorney’s Office where he worked fulltime while attending and completing the night program at the Seattle University School of Law. Mr. Yamada is admitted to practice in all state, federal, and appellate courts of Washington. He regularly gives seminars around the state on insurance, contract law, and public works. He has also been selected as a “Rising Star” by Washington Law and Politics / Super Lawyers Magazine for 2013, 2014, and 2015.

sponsors, exhibitors and attendee listings

92d Contracting Squadron

Michael Gilbert
110 W. ENT St.
Fairchild AFB Washington 99011
509.247.4880 michael.gilbert.3@us.af.mil

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

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Abbott Construction

Sarah Hollenbeck
3408 1st Ave South
Seattle, Washington 98134
206.467.8500 shollenbeck@abbottconstruction.com

[Large Business](#)

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

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BRONZE SPONSOR

Absher Construction Company

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1001 Shaw Road,
Puyallup Washington 98372
253.446.3457 stephanie.caldwell@absherco.com

[Large Business](#)

DUNS 006835029 CAGE 00LD4

Absher Construction Company is one of the Northwest's largest, oldest and most diverse construction organizations. 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 disadvantaged business concerns across all areas of construction including SDVOSB, MWBE, DBE, WOSB, Native American, HubZone, VOSB, and SDB firms.

405



Adaptive Cargo Solutions (ACS)

Denise Holmes
11504 Airport Road
Everett Washington 98204
240-475-6521 dholmes@adaptivecargosolutions.com

[Small Business](#)

[Minority Owned SB, Other: Native Hawaiian](#)

Adaptive Cargo Solutions (ACS) designs, develops, manufactures and sells custom composite cargo containers to protect assets in transit and at rest. The Advanced Reconfigurable Container™ (ARC™) is a patented, state-of-the-art, multi-functional, mobile storage and delivery system for the Government/Military/Commercial transportation and storage sectors. The ARC™ has integrated wheels and is collapsible and reconfigurable. It is an efficient, long-term, lower life-cycle cost solution for shipping and storage. ARCs are exceptional for shipping all merchandise, including high-value, fragile and/or environmentally sensitive assets.

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BRONZE SPONSOR

Ahlers Cressman & Sleight PLLC

Masaki Yamada
999 3rd Ave., Suite 3800
Seattle Washington 98104
206.287.9900 masaki.yamada@acslawyers.com

[Small Business](#)

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

411



Alliance West Insurance, Inc.

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Suite 2
Lakewood, Washington 98499
253-314-5371 piilani@alliancewestinsurance.com

[Small Business, Woman Owned SB, Minority Owned SB, 8 \(a\)](#)

DUNS 023698377 CAGE 7JL83

Alliance West Insurance, Inc. is a full-service insurance brokerage. We offer Property & Casualty and Life & Disability Insurance coverage for Municipalities, Businesses and Individuals. We offer Risk Analysis of current coverage; Recommend the appropriate coverage; Protect the individual and/or business assets; and Tailor policies for your business needs. The agency is Native



Hawaiian-owned, 8(a), Small Disadvantaged Business, MWBE /DBE certified servicing WA, OR, CA, NV, AZ, UT, HI, TX and MT and opened 7 days a week and after hours for your convenience.

American Abatement and Demo

Mari Borrero
1885 SE Auburn Black Diamond Road
Auburn, Washington 98902
206.250.5754
mari@americanabatementanddemo.com
Small Business, Veteran SB, SDVOB, Woman Owned SB, Minority Owned SB



Here at American Abatement and Demo, LLC, we sustain our company on reliability, great communication, integrity, and quality work. We strongly believe in giving our absolute best in all our projects. We are a certified WMBE and have Veteran Status. We are experts in our trade and will always keep you educated on your particular project. Our staff provides free estimates, for residential and commercial projects— call us today!

American Indian Chamber Education Fund PTAC

Venessa Gleich
3200 N Dobson Rd., Bldg. C
Suite 110, Chandler Arizona 85224
213.448.2333 venessa.gleich@aicccal.org
CAGE 5JDX1



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.

Anderson Environmental Contracting, LLC

Makenzie Wing
705 Colorado Street
Kelso, Washington 9826
503.278.9789 makenziew@aecllc.net
Veteran SB VA Verified Veteran Owned Small Business
DUNS 607700395 CAGE 3DQ43



Anderson Environmental Contracting, LLC (AEC) is a self-performing SDVOSB specialty construction firm built on the premise that what we do matters, and we can provide real, tangible solutions to environmental cleanup and conservation. Our services include Construction & Remodel, Demolition & Deconstruction, Fuel & Tank Services, Remedial Excavation, Remedial Treatment & Stormwater Systems, Culvert & Bridge Installation, and Habitat & Stream Restoration.

Army Corps of Engineers Omaha District 518

Kevin Thomsen
1616 Capitol Ave.
Omaha, Nebraska 68102
402-995-2919
kevin.s.thomsen@usace.army.mil
Government Agency



US Army Corps of Engineers®

The Omaha District delivers quality engineering solutions in a timely and cost-effective manner, through collaboration with our partners, to secure our Nation, energize our economy, reduce disaster risk, protect our environment, and manage our water resources. Visit <http://www.nwo.usace.army.mil>.

Army Corps of Engineers Seattle District 418

Scott Britt
4735 East Marginal Way South,
Bldg. 1202
Seattle, Washington 98134
206.316.3990
scott.w.britt@usace.army.mil



Seattle District provides military and civil public works services as well as support for other agencies. The District oversees more than 10,000 acres of public land and water; its civil works boundaries encompass 99,000 sq. miles and contain 4,700 miles of shoreline; and plays a key role in environmental protection and improvement—from protecting wetlands to ecological restoration and cleaning up hazardous and toxic waste pollution. The District's military mission includes designing and building projects for the Army (Active and Reserves) and Air Force.

Army Corps of Engineers Walla Walla 516

James Glynn
201 North Third Avenue,
Walla Walla, Washington 99362
509.527.7434
james.glynn@usace.army.mil



US Army Corps of Engineers®

U.S. Army Corps of Engineers, Walla Walla District is a full-service, civil works organization, accountable and responsible to the Northwestern Division for the efficient execution of its assigned programs. A full range of civil functions is provided to our customers, and the District is prepared to accept the challenges of any additional program in times of war, peace, natural disaster, or national emergency.

Barnhart Crane & Rigging Co.

Bob Haskins
2579 Stevens Drive, Suite 101
Richland, Washington 99352
509.554.5622 bhaskins@barnhartcrane.com
DUNS 189929649 CAGE 05BQ2



Barnhart has built a nationwide reputation for solving problems. We specialize in the lifting, heavy-rigging, and heavy transport of major components used in American industry. Barnhart is committed to continuous improve-

ALLIANCE NORTHWEST

Barnhart Crane continued

ment and to be the best heavy lift and heavy transport company. Our customers can expect Barnhart to aggressively pursue innovative ways to lower overall project costs and improve safety.

Bechtel National, Inc.

Cheryl Bernier
1030 Battelle Blvd
Richland, Washington 99352
509.371.2936 cabernie@bechtel.com
Bechtel National, Inc. is designing, constructing, and commissioning the world's largest radioactive waste treatment plant for the U.S. Department of Energy



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GOLD SPONSOR

Bid Designs

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35806
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Small Business

BID Designs was established in Huntsville AL in 2006 with the applied experience of founder Brent Paris and his team to provide Government Contractors with the exact proposal support services they need at a price that makes sense and operating with the highest degree of ethics and integrity as evidenced by their recent BBB Torch Award for Ethics. Their Government Contractor clients receive consistent, process-based support in compliance, compliance-based desktop publishing, graphics and final production. BID Designs is excited to enter the Pacific Northwest market in 2018.

BlueFire LLC

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425.269.6263
mary.fredrickson@bluefire-llc.com



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BlueFire LLC manufactures an affordable electronic data adapter for heavy duty vehicles (trucks, buses, machinery, etc). The adapter connects to the vehicle's diagnostic port and reads J1939, J1708, and OBD2 data from the on-board computers (ECMs). This helps maintenance staff identify and repair potential problems on equipment with large engines. We provide a free Android, iOS, and Windows 10 app for monitoring ECM data and for fault reporting and resetting. We also offer an open-source API for developers to integrate our adapter into their apps. P. 34

Burton Construction, Inc.

Jim Anderson
3915 E Nebraska Ave
Spokane, Washington 99217
509.468.4932 jp@burtonconstruction.net



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Veteran SB, VA Verified, Veteran Owned Small Business

DUNS 020284522 CAGE 1FGX7

Burton Construction, Inc. (BCI) has been in the construction industry for 40 years. Today 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 exceptional finished product, but the achievement of the highest level of customer satisfaction through communication, accountability, and superior performance by every member of our BCI Team. <http://www.burtonconstruction.net/>

Business Impact NW

Steve Watts-Oelrich
1437 S Jackson Street,
Seattle Washington 98144
206.324.4330 juliannad@businessimpactnw.org



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

Candlewood Suites

Pamela Estes
33221 State Route 20
Oak Harbor, Washington 98277
360.279.2222
manager@ohcandlewoodsuites.com



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Small Business

DUNS 809224244

Candlewood Suites is an 80-room extended stay hotel. Our design is geared towards business/working travelers needing overnight accommodations for one day or one year, and anything in between. Our nicely appointed suites feature full kitchens and queen-sized bed. The hotel offers complimentary guest laundry, a 24-hour fitness center, business center, free WiFi, gas barbecues, and an on-site convenience store. Conveniently located near town and the Naval Air Station. www.candlewoodsuites.com/oakharborwa

sponsors, exhibitors and attendee listings

Cascade Ship Supply, LLC

322

Michael Evans
P.O. Box 873
Suquamish, Washington 98392
206.272.0495 mje425@hotmail.com
[Veteran SB](#)
CAGE 5C8K5

Cascade Ship Supply, LLC is a veteran owned small business. We have a combined 60 years experience of supplying American made brass fittings and valves. We have resources for a broad range of products including brass valves, adapters, custom manifolds and special metal products. We also have a full line of NO LEAD brass fittings for ship board and shore side applications.

CH2M HILL Plateau Remediation Company

304



Janice Bartram
825 Jadwin Ave
Richland, Washington 99352
509.376.2553 Janice_K_Bartram@rl.gov
[Large Business](#)
DUNS 805603128

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 Bellevue

122

Amanda Lanier
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425.452.7252 alanier@bellevuewa.gov
[Government Agency](#)



City of Lynnwood

122a

Stan Hernandez
19100 44th Ave W
Lynnwood, Washington 98036
425-.670.5166
syeckley@LynnwoodWA.gov
[Government Agency](#)



Lynnwood is a safe, welcoming, and equitable community. In Lynnwood, our diversity is honored and celebrated. Our diversity includes racial, ethnic, socioeconomic status, ages, gender, sexual orientation, country of origins, veteran status, differently-abled, as well as a diversity of thought, religion, workforce and marketplace. We serve our community by building trusting relationships built upon a foundation of mutual respect and understanding. We are committed to being pro-equity in city practices and governance through our actions, processes and decisions.

City of Seattle

115, 117

Carmen Kucinski
700 5th Ave., Ste 4112
Seattle, Washington 98104
206.684.0188 carmen.kucinski@seattle.gov
[Government Agency](#)



The City of Seattle 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. Competitive contracting to build an inclusive and socially responsible city: Public Works, Consultant Contracting, City Purchasing, Equal Benefits, Labor Equity, Women & Minority Business, Contract Compliance, Apprenticeship, Acceptable Work Site.

INTEGRATED GLOBAL STAFFING

OUR MISSION IS TO ASSIST PUBLIC, PRIVATE, AND FEDERAL COMPANIES BY PROVIDING HIGH-CALIBER, QUALIFIED AND VETTED EMPLOYEES. OUR CANDIDATES AND THE FIRMS WE SERVICE ARE OUR CLIENTS AND WE STRIVE TO ENSURE THAT EVERY INDIVIDUAL WE PLACE IS AN IDEAL FIT FOR ALL PARTIES.

INTEGRATED GLOBAL STAFFING
509.388.9803 | INTEGRATEDGLOBALSTAFFING.COM
615 N. NEEL ST. STE. C102, KENNEWICK, WA 99336

SERVICE-DISABLED VETERAN AND WOMAN-OWNED BUSINESS

City of Tacoma

Keith Armstrong
747 Market Street
Tacoma, Washington 98402
253.594.7933 karmstrong@cityoftacoma.org
[Government Agency](#)



City of Tacoma
WASHINGTON

118

Coast Guard

Tim Price
1519 Alaskan Way S
Seattle, Washington 98134-1192
206.217.6381 tim.j.price@USCG.MIL
[Government Agency](#)



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**Cohen Seglias Pallas
Greenhall & Furman**

Maria Panichelli
30 S. 17th St.
United Plaza, Floor 19
Philadelphia, Pennsylvania 19103
215.564.1700 mpanichelli@cohenseglias.com
Cohen Seglias is a full-service law firm, but our Federal Contracting Team focuses exclusively on successfully guiding clients through the Federal procurement process and the small business programs. Our attorneys have over 75 years of experience, and we understand the Government's perspective because several of our attorneys have practiced on the other side, for the Government. This experience allows us to not only litigate disputes, but advise clients on how to avoid them. We strive to provide comprehensive business solutions, not just reactive dispute representation.



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SILVER SPONSOR

Contrack Watts, Inc

Heather Kane
heather.kane@watts-con.com
Jeff Robison
jeff.robison@watts-con.com
6625 Wagner Way Suite 360
Gig Harbor, Washington 98335
253.853.3311



400

[Large Business](#)
DUNS 154591549 CAGE 0SS74
Contrack Watts, Inc. provides its public and private clients with creative construction solutions. An established provider of construction services that include general contracting, construction management and design-build, CWT's varied experience ranges in scope from heavy civil projects and large waterfront reconstruction to vertical building construction. Our military construction work includes mission critical facilities for wharves and water-fronts, airfields, and operations and support. Working for state, federal and military agencies as well as private clients, CWI maximizes the involvement of small businesses wherever possible.

Defense Logistics Agency - Fort Belvoir

Vicki Hahn
8725 John J. Kingman Road,
Fort Belvoir, Virginia 22060
703.767.6494 vicki.hahn@dla.mil
[Government Agency](#)



The Defense Logistics Agency (DLA) manages the global supply chain – from raw materials to end user to disposition – for the Army, Navy, Air Force, Marine Corps, Coast Guard, other federal agencies, and partner and allied nations. DLA also supplies 86 percent of the military's spare parts and nearly 100 percent of fuel and troop support consumables, manages the reutilization of military equipment, provides catalogs and other logistics information products and offers document automation and production services to a host of military and federal agencies.

**Defense Logistics Agency
Maritime Puget Sound**

Michael Ozols
467 W Street
Bremerton, Washington 98314
360.227.9006 michael.ozols@dla.mil
[Government Agency](#)



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The DLA mission statement declares, "Sustain warfighter readiness and lethality by delivering proactive global logistics in peace and war". With a staff of approximately 150 between Bangor Subbase in Silverdale, Washington, and Puget Sound Naval Shipyard in Bremerton, Washington, we continue to uphold and exemplify the core values of DLA Maritime. Departments currently in operation include: Contracting & Acquisitions, Material support, Distribution, Item management, Material project support, Receiving, and Administration. Together we maintain the vision set forth, and we are "Focused on the War-Fighter first"

Definitive Solutions & Technologies

Justin Amundsen
210 44th Street N.W., #106
Auburn, Washington 98001
253.854.7179
cheryl@dstwaterjet.com



[Small Business, Woman Owned SB](#)
DUNS 088035352 CAGE 1QFW7
Why you should Choose Definitive Solutions & Technologies for your Waterjet cutting project? Over 30 years' experience in Waterjet cutting applications and capabilities One of the owners holds a Waterjet related Patent. Intricate knowledge of what Waterjets are capable of cutting including Aerospace Industry Materials such as Composites and Titanium. No fear of difficult parts we specialize in them. ISO Certified, AS9100D Certified, Women Owned Business, SAM Registered, ITAR Compliant

sponsors, exhibitors and attendee listings

EHS-International, Inc.

Larry Toimil
1011 SW Klickitat Way, Suite 104
Seattle, Washington 98134
206.381.-1128 larryt@ehsintl.com

Small Business, Minority Owned SB

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 a SDB/SBE/MBE/DBE/UDBE/SCS and a mentor in Spees-EHSI JV LLC, a SDVOSB mentor-protégé JV. www.ehsintl.com



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Employment Security Department SharedWork

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Olympia, Washington 98507
360.902.9540 rcolon@esd.wa.gov

Government Agency

SharedWork is a shared win: BUSINESSES retain their talented and skilled workforce while reducing their operational costs. EMPLOYEES keep their jobs while the unemployment benefits offset their reduced hours. COMMUNITIES thrive when healthy businesses, with happy employees, are present, active and involved. Whether or not you need SharedWork right now, you can benefit by enrolling. Think of it as employment insurance that protects your business! Contact your local WorkSource Business Services office or call SharedWork Program at 800-752-2500, and visit www.sharedworkwa.com



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BRONZE SPONSOR

EMTech, LLC

Ben Booher
1133 Kresky Ave., Suite 106
Centralia, Washington 98531
888.302.1926 ben@emtech.us

Small Business

DUNS 057458708 CAGE 7N9Y3

EMTech is a qualified small business that oversees and performs projects and facility maintenance contracts for state, federal, and prime contractors in the Pacific Northwest. Strengths include responsive, quality performance and dedication to awesome customer service. With a love for unique maintenance challenges, their expertise includes: commercial door and hardware installation, federal cemetery renovations, water remediation, and struc-



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tural building repairs. Primes and contracting officials will find EMTech to be responsive and responsible. Try out their interactive door installation and maintenance booth display!

Environamics, Inc.

Nick Vlahovich
7059 South 190th Street
Kent, Washington 98032
425.615.0533

nvlahovich@environamics-inc.com

Small Business

DUNS 021396577 CAGE 1VDC0

Environamics is a manufacturer of modular interior architectural walls for dynamic office environments. Environamics modular wall systems are used to create spaces for private offices, conference rooms, project team spaces, focus rooms, exam rooms, consult rooms, and public spaces. Commitment to Veterans: Environamics finds ways to meet our client's needs around doing business with service disabled veteran owned and veteran owned businesses. We have alliances with businesses owned by these owners with these designations and seek to joint venture with them whenever possible.

ENVIRONAMICS



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/// BUILT TO BUILD.

6625 Wagner Way NW, Suite 360 / Gig Harbor, WA 98335
www.contractwatts.com / Tel: (253) 853-3311

BAG SPONSOR

Excel Supply Company

211

Irene Reyes
2001 48th Ave Crt East, Ste A
Fife, Washington 98424
253.896.1195



glovelady@excelsupplystore.com

Small Business, Woman Owned SB, Minority Owned SB, HUBZone Certified

DUNS 928913409 CAGE1KQW8

Established by Irene Reyes, better known as the “Glove Lady®” and Supply Lady. EXCEL has diversified to now a full line wholesale distributor and importer of gloves, medical, janitorial, safety and office supplies. Now as your virtual supply house we also offer a plethora of ecofriendly products as a certified WA State MWBE, DBE, SDB and Hub-zone company. Excel remains consistent in delivering exemplary service and high quality supplies. Irene continues to support PTAC because it has helped her significantly with her two federal supply contracts.

EZ-ACCESS

504

Mike Johnson
700 Milwaukee Ave N
Algona, Washington 98001
800.258.8503 mjohnson@ezaccess.com



Small Business, Woman Owned SB

EZ-ACCESS is the leading provider of Aluminum Walkway & Ramp Systems to local, state, and federal agencies in the US. EZ-ACCESS—founded in 1984—is a woman owned small business devoted to breaking through barriers by making the best access products available. Our aluminum ramps provide ADA compliant access for your school, construction site, or facility renovation. We also offer material handling, OSHA step, and safety access products. EZ-ACCESS operates an East & West Coast distribution and manufacturing facilities to best serve all 50 states.

Fast Undercar

307

Suzy Thomas
6602 S Tacoma Way
Tacoma, Washington 98032
(253) 448-2066



sthomas@fastundercar.com

Fast Undercar is a wholesale automotive parts distribution company specializing in the immediate delivery of replacement parts including brakes, pads, calipers, clutches, suspension, radiators, batteries, alternators, starters, bearings and many other automotive replacement parts. Fast Undercar has two locations in Kent and Tacoma serving the south King County and Pierce County automotive markets.

SILVER SPONSOR

FedBid, Inc.

314

Rachelle Montague
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Vienna, Virginia 22182
571.352.2738 Rachelle.Montague@FedBid.com



Large Business

FedBid® is a full-service online marketplace where Buyers save time and money on the purchasing of goods and services they need, and Sellers can compete and win on a level playing field. Better Buying, Smarter Selling. It's a risk-free marketplace.

Federal Emergency Management Agency

220

Richard Albidress
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Bothell, Washington 98021
425.487.2287 Richard.Albidress@fema.dhs.gov



FEMA

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

303

Robin Tate
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503 498 3143 robin.tate@flir.com



Large Business

DUNS 091296244 CAGE 64869

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

Freestone Environmental Services, Inc.

Steve Airhart
1100 Jadwin Ave., Suite 250
Richland, Washington 99352
509.943.5222 steveairhart@gofreestone.com



Small Business

DUNS 019194302 CAGE 32YR7

Freestone Environmental Services, Inc. is a small,

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multi-disciplinary environmental consulting firm providing science-based solutions to clients in the public and private sectors. We offer technical services for regulatory compliance, hazardous and radioactive site investigation, remediation, and natural resource protection and restoration. Our federal experience includes years of prime and subcontract support to the USDOE, USACE, NOAA, and other agencies. Freestone's staff includes scientists and engineers with expertise in environmental science, hydrogeology, geochemistry, regulatory compliance, soils and groundwater remediation, botany, ecology, sediment, toxicology, and natural resources.

Garco Construction

417

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253.503.7053 danf@garco.com



Large Business

DUNS 093684694 CAGE 1HA49

Garco Construction is a design-build team that provides a quality product exceeding our clients' expectations. We achieve this by employing highly qualified people, emphasizing advanced technology, continuing education, high safety standards and quality control. We will continue to grow and be recognized as leaders in the community, operating at the highest levels of integrity and honesty. Enjoy the Journey!!

General Services Administration (GSA) 219

Kenyon Taylor
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Auburn, Washington 98001
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Government Agency

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

GOVCON Support Services

Jesus Gotay
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Tacoma, Washington 98406
253.313.4070
goventuresinc@gmail.com



Small Business, Minority Owned SB, OMWBE
Certified, Minority Owned, DBE & MBE (pending)

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Golden Services, LLC

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Vikki Kelly
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253.584.2353 vikki@goldenservicesllc.com



Small Business

DUNS 073567682 CAGE 1QWA1

Golden Services is a full service moving company, specializing in household goods relocation, storage, commercial warehousing/distribution, logistics services and office and industrial moving in the Pacific Northwest. Golden Services maintains a GSA 48 schedule, providing pre-set contract rates, streamlining the ordering process for Federal Agencies and purchasing partners.

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Granite Construction Company

301

Andrew Thompson
1525 East Marine View Drive
Everett, Washington 98201
425 5513100 andrew.thompson@gcinc.com



Large Business

DUNS 006914642 CAGE 1X910

Granite Construction is a regional heavy civil construction company with a national presence. With over 500 employees throughout Washington State, we build relationships while constructing projects. Founded in 1922, the Puget Sound team is working with Sound Transit on the Northgate Station in Seattle and the Operational & Maintenance Facility East Design Build in Bellevue. Our relationships with the small business community are a key to our success. Currently Granite is focused on responding to WSDOT's Alaskan Way Viaduct Removal Design Build project. Subcontractors are encouraged to stop by our table to discuss opportunities.

GTM Transformations LLC

Greg Mowat
4108 N 28th street
Tacoma, Washington 98407
253.759.9586 gregtm@wamail.net



GTM Transformations LLC

Small Business, SDVOSB

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253.983.7003 vicky.welcher@harborstone.com



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Large Business

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Hoffman Construction of Washington 423

Christyn Halliday
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206.286.6697
christyn-halliday@hoffmancorp.com
[Large Business](#)



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Indian Health Service 221

Mimi Hetzel
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[Government Agency](#)
NAICS 236220, 238210, 237210, 238190, 238910, 238220, 237110



The Division of Engineering Services under the Office of Environmental Health and Engineering, administers and manages construction projects to build, renovate, and modernize health care facilities and personnel quarters. We also provide professional architectural and engineering services, as well as administration and management of health care facilities design and construction to American Indian and Alaska Native tribes and Area Offices regarding planning, design and construction of health care facilities.

Insta-Pipe, Inc 202

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360.943.5840
r.wilkinson1@comcast.net
[Small Business, Veteran SB](#)
DUNS 831588707 CAGE 723Z4



Insta-Pipe, Inc. is a Veteran owned small business that specializes in Pipe Lining and rehabilitation. Installers of CIPP Lining; Ambient, Steam & UV Cure.UV Cure "Top Hat" connection liners and "Certified Installers of "PRIMUS LINE" Pull in place lining for pressure pipes, Insta-Pipe prides itself the ability to solve complex problems and completing projects on budget.

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[Small Business, Minority Owned SB, SBA 8\(a\)](#)
 DUNS 360782309 CAGE 661U4

Integrated Design Engineers (IDE) is a Structural Engineering Consultant with office in downtown Seattle. The firm is a bonafide SBA 8(a), MBE, DBE, and King County SCS. As an AISC-IDEAS2 National Award winner, IDE provided services for all kind of building structural design; seismic study; structural rehabilitation and tenant improvement; and construction support. We are ready to support you.


Integrated Global Staffing

Jessica Holloway
 515 N Neel St, C102
 Kennewick, Washington 99336
 509.388.9803 
 jessica.holloway@integratedglobalstaffing.com
[Small Business, Veteran SB, SDVSOB, Woman Owned SB](#)
 DUNS 080660219 CAGE 7VYU6

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IPI

204

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 Tumwater, Washington 98512
 360.943.5840 rusty@ipi-pipe.com 
[Small Business, Veteran SB](#)
 DUNS 968838479 CAGE 722C9

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JBLM Mission and Installation ContractingCommand (MICC)

416

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 JBLM, Washington 98433
 253-968-3489 angela.k.chaplinski.civ@mail.mil
[Government Agency](#)
The MICC-JBLM contracting office provides effective and efficient contracting solutions to joint customers that

produce the best value to the mission, service members and their families, and the installation community. MICC-JBLM provides support to Army and Air Force customers on the joint base as well as Army requirements at Yakima Training Center, Washington. Its 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.

JMAC Resources

420

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 jaymiem@jmacresources.com
[Large Business](#)
 DUNS 080828951 CAGE 7XJU6



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Jones Squared, LLC

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 703.298.4925
 sonja@jones2consulting.com
[Small Business, Woman Owned SB](#)



Jones Squared is focused on bringing more federal contracting dollars to Washington state, by helping local businesses win government contracts. Sonja Jones, owner and principal of Jones Squared, has over 20 years' experience helping large and small businesses win government contracts. She is Shipley and Association of Proposal Management Professional (APMP) certified. Working for government contractors for over a decade in Washington DC and 8 years in Seattle, she has successfully managed and written winning proposals valued \$15K – \$21B, over 25 proposals worth \$100M+.

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Kato Enterprises, LLC

Janet Kato Ramos
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jramos@katoenterprisesllc.com

[Small Business, Woman Owned SB, Minority Owned SB](#)
DUNS 015798950

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King County Architecture, Engineering & Construction

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[Government Agency](#)

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



King County

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King County Business Development & Contract Compliance

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[Government Agency](#)

The Business Development and Contract Compliance (BDCC) section of King County administers the Regional



King County

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Kiewit Infrastructure West Co.

Dennis Ahl
33455 6th Avenue South
Federal Way, Washington 98003

253.943.4070 dennis.ahl@kiewit.com

[Large Business](#)

DUNS 144980075 CAGE 1D6M8

Kiewit is a large heavy construction contractor specializing in building bridges and marine facilities along with light rail, highway, and industrial projects in the Pacific Northwest, along the West Coast and throughout North America. We work as a prime contractor for several federal agencies, state DOT's, port authorities and private clients, with projects ranging from \$ 250,000 to \$ 2.5 billion. On both public and private projects, Kiewit looks to partner with small and disadvantaged subcontractors and suppliers. When we work together, your success is our success.



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King County BD & CC continued

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King County Goods & Services

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[Government Agency](#)

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King County Vendor Registration

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cristal.moreno@kingcounty.gov
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This is your first step toward doing business with King County. Vendor registration lets you sign up for email notifications of new solicitations (goods, services, architecture, engineering, or construction). Want to learn more? RSVP for our next orientation, hosted monthly at our downtown Seattle office. This free seminar is highly recommended so you can maximize your chances for success.

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King County

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King County

Labor & Industries

130

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[Government Agency](#)



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Lacey Glass Inc

200

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1210 Homann Dr SE
Lacey, Washington 98503
360.459.8411 phil@laceyglass.com
[Small Business](#)
DUNS 067386334 CAGE 60540



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Mackenzie

206

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206-749-9993 kdoyle@mcknze.com
[Large Business](#)



Mackenzie is a provider of professional design services including architecture and interior design; structural, civil and traffic engineering; land use and transportation planning; and landscape architecture. Anchored in the foundational elements of high performance and client focus inspired by our founder, our firm continues to expand our expertise in civic and public safety, community infrastructure, education, federal, health and wellness, high tech, hospitality, industrial, mixed-use, office, retail, and sports and recreation projects. Visit us at www.mcknze.com.

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Manson Construction Co.

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[Large Business](#)



402

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360.692.9003 service@maydallc.com
[Small Business, Veteran SB](#)



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Linda Womack
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igolovkin@cityoftacoma.org
[Government Agency](#)



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The U.S Department of Commerce Minority Business Development Agency (MBDA) is the only Federal Government agency solely dedicated to the support of minority businesses enterprise. MBDA-Tacoma Business Center is one of 40 centers providing technical assistance and strategic business consulting to established minority-owned businesses in the Puget Sound region. We assist with access to capital, contracts, and markets & export-

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209

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The National Oceanic and Atmospheric Administration is an agency that enriches life through science. Our reach goes from the surface of the sun to the depths of the ocean floor as we work to keep citizens informed of the changing environment around them. From daily weather forecasts, severe storm warnings, and climate monitoring to fisheries management, coastal restoration and supporting marine commerce, NOAA's products and services support economic vitality and affect more than one-third of America's gross domestic product.

**National Park Service
Olympic National Park**

230

Nadine Joe
1008 Crest Dr.
Coulee Dam, Washington 99116
509.754.7831 nadine_joe@nps.gov

Government Agency

The Olympic National Park is one of five Major Acquisition Buying Office's (MABO) that provides purchasing/contracting services for sixteen National Parks, National Historic Sites, National Reserves and National Recreation Areas in the Pacific Northwest Region. The mission of the MABO is "to acquire goods, services, and construction, and execute financial assistance agreements, in support of park and office goals in accordance with law, regulation, and policy in a manner ensuring the success of each park, office, and program."

Nationwide Boiler Inc.

419

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Large Business

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**Naval Facilities Engineering
Command Northwest
(NAVFAC NW)**

316

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360.315.5440 james.niles@navy.mil



Government Agency

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**Naval Supply Systems Command
(NAVSUP)**

320

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Bremerton, Washington 98314
360.476.1985
cari.burnham@navy.mil



Government Agency

Naval Supply Systems Command delivers sustained global logistics and quality-of-life support to the Navy and Joint Warfighter. NAVSUP Fleet Logistics Center, Puget Sound purchases industrial equipment, services, ship repair services, coatings, paint, furniture and various other manufactured items.

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Naval Undersea Warfare Center Division Keyport (NAVSEA)

317



David Walz
610 Dowell Street
Keyport, Washington 98345
360.315.6791 david.e.walz@navy.mil

Government Agency

As one of two divisions of the Naval Undersea Warfare Center, Keyport's mission is focused on developing and applying advanced technical capabilities to test, evaluate, field, and maintain undersea warfare systems and related defense assets. NUWC Keyport procures services via the Multiple Award Contract (MAC) SeaPort-e contract vehicle and supplies/products via advertising on FedBizOpps.

Nisqually Construction Services

228



Jon Kirk
950 Pacific Ave, Suite 620
Tacoma, Washington 98402
253.225.7224 jkirk@whhnfs.com

Small Business, Minority Owned SB, Tribal SB

DUNS 968095948 CAGE 6DB52

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North Wind Group

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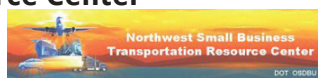
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Small Business

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, with the highest quality every time.

Northwest Small Business Transportation Resource Center

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Lily Keefe
808 134th St SW Suite 101
Everett, Washington 98204
425.248.4222 lilyk@economicalliancesc.org
The Northwest Small Business Transportation Resource Center (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.

NV5

306



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Richland, Washington 99354
509.851.2291 ellen.wright@nv5.com

Large Business

DUNS 928304120 CAGE ITA36

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NV5 continued

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Government Agency

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



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Seattle, Washington 98101
206.467.7473 tortorige@oles.com

Oles Morrison is known for its ability to advise clients at all stages in the government contracting process while keeping business objectives in focus and controlling costs. We work with government contractors large and small across a wide variety of industries, including: construction, base operations, maintenance, defense, maritime, engineering, health care, aerospace, information technology, energy and communications. We have the knowledge to guide clients of all sizes seamlessly through every step of the government contracting process at the federal, state and local levels. www.oles.com



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Orion Marine Contractors, Inc.

Michael Shaw
1112 Alexander Avenue East
Tacoma, Washington 98421
253.552.1163 mshaw@orionmarinegroup.com

Large Business

DUNS 961677379 CAGE 5ZPG8

Orion Marine Construction, Inc. is a leading heavy civil and marine construction contractor with operations in Tacoma, Washington, Anchorage, Alaska and the US Gulf Coast and Caribbean markets. Orion provides a wide range of services and turnkey solutions in marine and

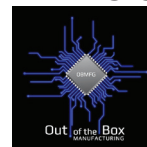


508

upland construction, design, and specialty activities on, over and under the water as well as onshore for major industrial and commercial applications.

Out of the Box Manufacturing

Brian Trumbull
1600 SW 43rd Street, Suite 200
Renton, Washington 98057
253.214.7448 btrumbull@obmfg.com
Small Business
DUNS 067745945 CAGE7VBJ5

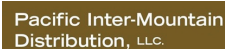


315

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 PCB assemblies. OBMFG supports the aerospace, defense, medical, consumer electronics, commercial, and industrial sectors. We offer full PCB assembly, full box build, and end order fulfillment for both turnkey or consigned order needs. We also offer Conformal Coating, Potting, Testing, and 3D X-ray and 3D AOI Inspection.

Pacific Inter-Mountain Distribution, LLC

Erik Krippaehne
1001 S Main St., Suite 550
Kalispell, Montana 59901
406.407.5840 erik@pac-imd.com



Small Business

DUNS 080240480 CAGE 7LN77

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

Pacific Northwest Consultants, LLC,

Certified Public Accountants

Paul Cederwall
19309 68th Ave S, Ste. R111
Kent, Washington 98032
253.350.3803 cederwall@pacificnwc.com



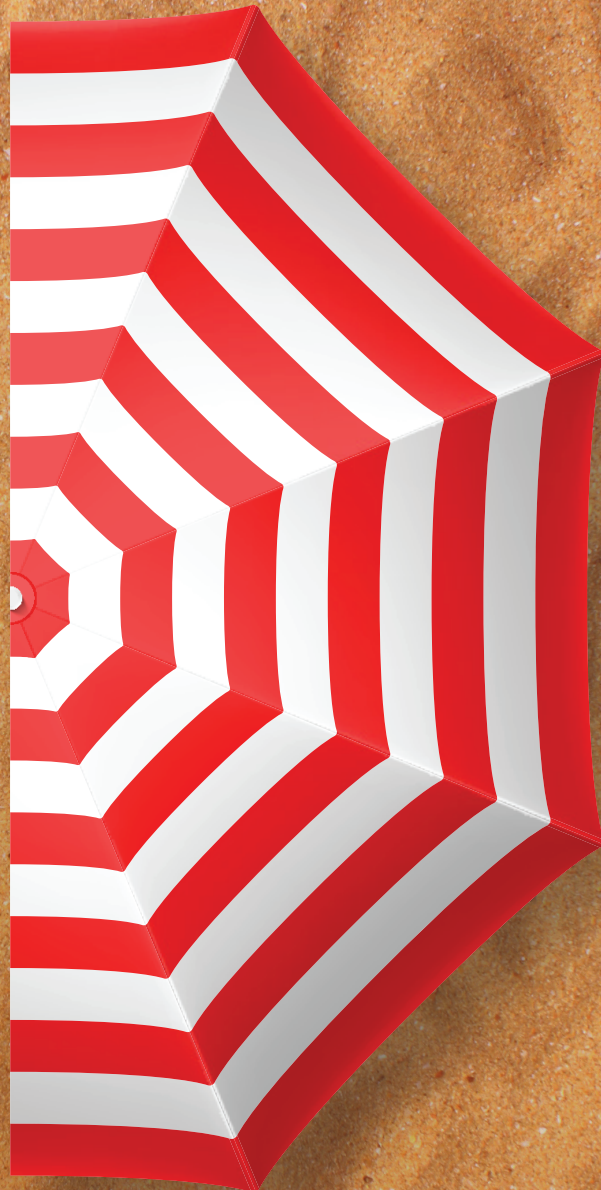
329

Small Business, Veteran SB

DUNS 627882264 CAGE 4F0B8

Pacific Northwest Consultants, LLC (PNWC) is dedicated to providing Federal Government contract accounting and consulting services. Our primary business philosophy is to provide services to help contractors grow their business, increase their profits, and comply with Government contracting rules and regulations. Our services cover all aspects of Government contracting such as: Forward Pricing, Incurred Cost, Termination and Equitable Adjustments, Cost Accounting Standards (CAS), and

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Billing Systems. In addition, we assist contractors in developing adequate internal control systems for accounting, estimating, timekeeping, and billing.

Pacific Northwest Defense Coalition (PNDC)

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917.748.8554 meghan@pn/dc.us
[Non-Profit](#)

The Pacific Northwest Defense Coalition (PNDC) is the association for Northwest defense and security industry businesses. PNDC focuses on strengthening our members' business growth, our region's economy, and our nation's security through training, one-on-one counseling, business-to-business networking, and advocacy.



431

Pacific Northwest National Laboratory 406

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



BRONZE SPONSOR

Pacific Tech Construction

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Kelso, Washington 98626
360.414.8084
markbackstrom@pacifitech.info

[Large Business](#)

DUNS 928959907 CAGE 1LZ34

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



404

Paragon Corporate Housing

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503.539.4912 jmack@stayparagon.com

[Small Business](#)

DUNS 940023211 CAGE 1SKQ7

Paragon Corporate Housing offers all the comforts of a hotel, with the space, comfort, convenience, and privacy of an apartment home at government per diem. Our short-term, furnished apartments are the perfect choice for any extended stay trip. Live Like You're Home with Paragon Corporate Housing.



PetroCard, Inc.

Stephanie Heilman
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Kent, Washington 98032
253.867.3803 sheilman@petrocard.com

[Large Business](#)

DUNS 154631865 CAGE 1WL19

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205

Pierce Transit

Shawna Fore
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Lakewood, Washington 98499
253.581.8086 sfore@piercetransit.org

[Government Agency](#)

Pierce Transit is a nationally recognized leader in the public transportation industry in Pierce County. Pierce Transit purchases goods and services consistent with the rules and regulations that apply to governmental entities and is committed to obtaining the best value for the public. Pierce Transit encourages DBE and other Small Businesses to participate in contracting opportunities and is committed to non-discrimination in the award and administration contracts.



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Plateau Geoscience Group LLC

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360.521.2592 drmavis@plateaugeoscience.com
[Small Business, WBE/DBE, Certified 8\(a\)](#)
DUNS 012214361 CAGE 63UG4

Plateau Geoscience Group is a woman-owned 8(a) provider of professional environmental, engineering and geologic consultant services for government, commercial, and private projects. Staff are HAZWOPER certified with project management and regulatory experience with federal and state environmental agencies in WA, OR, and



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CA. Services include site assessments, environmental investigations and cleanup, stormwater management, GIS, remote sensing, geostatistics, data management, and technical support. Plateau is certified as WBE/DBE in OR/WA, EDWOSB, and King County SCS. We are committed to providing effective and reliable service.

PODS

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Des Moines, Washington 98198
206.406.8146 mhaase@pods.com
[Large Business](#)
DUNS 969958446 CAGE 3RGC9



218

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Port of Seattle Small Business Development

Teresa Delicino
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Seattle, Washington 98121
206.787.4714 delicino.t@portseattle.org
[Government Agency](#)



114

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. About 40 percent of the state of Washington's economy is impacted in some way by the Port of Seattle.

Port of Tacoma

Sharon Rothwell
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253.592.6758
srothwell@portoftacoma.com
[Government Agency](#)



116

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, break-bulk and project/heavy-lift cargoes, as well as automobiles and trucks.

POWTEC

Karen Ferris
4040 Wheaton Way, Suite 111
Bremerton, Washington 98310
360.377.8600 x207 karen.ferris@powtec.com
[Small Business, Minority Owned SB, SBA 8\(a\) Certified, 100% Tribally Owned](#)



430

DUNS 833284768 CAGE 5XLJ4
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Project Management Skills, LLC

229

Steve Norton
2563 Prestwick Dr
Richland, Washington 99354
509.430.1690 steve@stevenortonpm.com



Small Business

DUNS 047463626 CAGE 5JHW2

Project Management Skills, LLC combines a unique mixture of skills and materials to provide one of the most effective, efficient, and value driven PMP®/CAPM® Certification Exam Prep courses available today. Better project management means more contracts, more profits, and more success. The provider is a certified instructor, international speaker, best-selling author, seasoned project manager with 3 decades nuclear project experience, and has held key senior management roles in several Fortune 500 companies including leading Project Management Offices (PMOs). PMI® Registered Education Provider #3884.

Puget Sound Naval Shipyard and Intermediate Maintenance Facility

321

Brenda Lancaster
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(808 Burwell) Bldg 844
Bremerton, Washington 98314
360.476.1327 brenda.lancaster@navy.mil



Government Agency

Puget Sound Naval Shipyard and Intermediate Maintenance Facility and Northwest Regional Maintenance Center; Mission: Maintain, modernize and retire our Navy's fleet. Vision: Deliver on time, every time, to preserve our national security. All requirements are posted on FedBizOpps

RJB Wholesale, Inc

305

Steve Richards
12418 NE 124th St.
Kirkland, Washington 98034
425.406.8709 steve@rjbwholesale.com



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RJS Construction, Inc.

407

Megan Sevigny
1618 B Rudkin Road
Yakima, Washington 98901
509.452.0857 megan@rjsconst.com



Small Business, SDVOSB, Woman Owned SB, Minority Owned SB

DUNS 923879905 CAGE 5L4J4

RJS Construction is a full-service general contractor, celebrating our 27th year in business. Our Primary NAICS code is 236220, but we are a very diverse small business and have completed projects in 13 states under numerous NAICS codes. In addition to being Woman/Native owned SDB, EDWOSB we also hold seats on both Small Business and Full & Open MATOCs and IDIQs.

S&K Global Solutions

308

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Bremerton, Washington 98312
360.271.7485 kschumacher@skgs-llc.com



Small Business, Tribally Owned 8a

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 Montana with branch offices in Washington, Texas, Oklahoma, Georgia, & Virginia.

Sage Consulting Group, LLP

Jill Scheffer
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509.551.8807
sageconsultgroup@gmail.com



Small Business, Woman Owned SB

Sea Technology Construction, Inc.

208

Jaz Zamalloa
309 S. Cloverdale Street, Suite E-15
Seattle, Washington 98108
206.282.9158 jaz@stcc-us.com



Small Business, Minority Owned SB

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[Large Business](#)

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Sellen Construction

Angela Battle
227 Westlake Ave N
Seattle, Washington 98109
206.805.7302 angelab@sellen.com



[Large Business](#)

Sellen Construction Company is one of the largest locally owned commercial construction firms in the region. We were founded in 1944. On all of our projects – from high-rises and hospitals, to historic renovations and arts facilities – our partners value the innovation and close collaboration that we provide to the project teams. Our success is based on one simple philosophy: we view ourselves as a strategic partner and work with our design partners, subcontractors and other building partners to support the missions of our clients and help them accomplish their goals.

Silvertip Research LLC

John LaCasse
1752 NW 59th St
Seattle, Washington 98107-3049
206 818 4695 johnlacasse@silvertipresearch.design



[Small Business](#)

DUNS 081017822 CAGE 80W23

GOLD SPONSOR

Skanska

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Seattle, Washington 98109
951 368 6378 jackie.guilfucci@skanska.com



[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.

Small Business Administration

424

Office of Surety Guarantees

Kevin Valdes
2401 4th Avenue, Suite 450
Seattle, Washington 98121
206.553.7277 kevin.valdes@sba.gov



[Government Agency](#)

The SBG Program helps small and emerging businesses who have the 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 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

325

Portland

Larry Trujillo
620 SW Main Street, Suite 313
Portland, Oregon 97205
503.326.5200 warren.givens@sba.gov



[Government Agency](#)

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

Small Business Administration

325

Seattle

Anna Singh
2401 4th Ave., Ste 450
Seattle, Washington 98121
206.553.2664 desiree.albrecht@sba.gov



[Government Agency](#)

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

sponsors, exhibitors and attendee listings

Snohomish County

Bramby Tollen
3000 Rockefeller Avenue
Everett, Washington 98201
425.388.3329
bramby.tollen@snoco.org

[Government Agency](#)

Snohomish County is located in northwest Washington State, nestled between the Puget Sound and the Cascade Mountains. Twelve miles north of Seattle and 100 miles south of Vancouver, B.C.; Snohomish County is a beautiful place to live, an exciting area to explore, and a wonderful marketplace for business. The County serves over 750,000 residents and covers over 2,000 miles. We encourage and embrace diverse, green, disadvantaged, and local suppliers. We encourage all suppliers to register in our system and look forward to working with you!



109

Society of American Military Engineers 331

Julie Erickson
22716 76th Ave., Ste. 205
Edmonds, Washington 49520
484.949.1809 jerickson@stellee.com

[Non-Profit](#)

The Society of American Military Engineers leads collaborative efforts to identify and resolve national security infrastructure-related challenges. Founded in 1920, SAME 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. Please join us 23 & 24 April in Bremerton, WA for the Small Business Event!



Sound Transit

Brenda Nnambi
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Seattle, Washington 98102
206.398.5036
tim.callaghan@soundtransit.org

[Government Agency](#)

Sound Transit plans, builds, and operates express bus, light rail, and commuter train services. We serve the urban areas of King, Pierce, and Snohomish Counties.



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South Sound Business-Premier Media Group

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Sundancer Electric Inc.

Buzz Desjarlais
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[Small Business, Veteran SB, Minority Owned SB](#)
DUNS 078496471 CAGE 64A37



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310

Tacoma Public Schools

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126, 128

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[Government Agency](#)
DUNS 079263042

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Thermo King Northwest

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[Large Business](#)



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Total Property Services

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Small Business, Minority Owned SB Other: 8(a), DBE
DUNS 837051103 CAGE 7RTV1



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budgeting & planning, time & expense reporting, billing & revenue recognition, real-time management dashboards and project management reporting, and Unanet is integrated with financials. Our customers rely on Unanet to maximize staff utilization, reduce administrative costs by 90%, accelerate invoicing, and support forward decision-making for improved operations. Short sample videos are available at <http://www.unanet.com/content/video-demonstrations>.

TriboTEX

Pavlo Rudenko
PO Box 592
Colfax, Washington 99111
509.339.7771 pashar@tribotex.com
Small Business, HUBZone Certified
DUNS 078507135 CAGE 6S8P3



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Triton Marine Construction Corp.

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mmuldoon@triton-marine.com
Large Business
DUNS 161680863 CAGE 0C5S4



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

Unanet

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703.689.9440 amolina@unanet.com
Small Business, Woman Owned SB



504

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University of Washington

Christina VanMiddlesworth BUSINESS DIVERSITY PROGRAM
Gerberding 280 UNIVERSITY of WASHINGTON
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206.616.3741 uwbdp@uw.edu

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Government Agency

The UW Business Diversity Program (BDP) works with small, minority & women-owned, veteran, and diverse businesses to provide visibility to opportunities at the University. BDP is committed to enhancing the diversity of businesses competing for work with the UW by ensuring its procurement and contracting strategies align with the increasing diversity of businesses in the state and the nation. The BDP focuses on developing internal awareness regarding small, local and diverse suppliers, while providing avenues of opportunity to the small, local and diverse community. Find us at bdp.uw.edu.

Ute Ltd

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Small Business, Veteran SB
DUNS 028445422 CAGE 619S4



Veterans Affairs

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

sponsors, exhibitors and attendee listings

Washington Center for Women in Business

Traci Hansen
4220 6th Ave SE
Lacey, Washington 98503
360.754.6320 info@wcwb.org
Non-Profit

The WCWB is a resource for you to build a sustainable and successful business. Funded in part by the SBA, we're on a mission to help Washington women entrepreneurs start, grow and scale up their businesses. We offer practical business trainings online, as well as one-on-one business coaching in person, via Skype and by telephone. We provide low-cost advice to women entrepreneurs, and help women with their business plans, cash flow projections and with getting access to capital. Business coaching is available in English and Spanish. www.wcwb.org



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VetBOSS SPONSOR

Washington Department of Veterans Affairs

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Olympia, Washington 98501
360.725.2169 jennifer@dmva.wa.gov
Government Agency

Washington State Department of Veterans Affairs serves our state's 607,000 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, Retsil, Spokane and Walla Walla. Visit us at www.dva.wa.gov



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Washington PTAC

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Lacey, Washington 98503
360.754.6320
info@washingtonptac.org
Non-Profit

Washington PTAC provides no-cost assistance to businesses seeking to sell to government agencies and prime contractors. Counselors are working across the state to maximize the number of Washington firms that are successful in the federal, state, and local 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 services that searches government websites for opportunities and sends a daily email to subscribers. Visit www.washingtonptac.org



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Washington SBDC

Jeremy Mauck
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Auburn, Washington 98001
253.333.4953 jmauck@greenriver.edu
Government Agency

The SBDC is a cooperative effort of Washington State University, other educational institutions, economic development organizations and the U.S. Small Business Administration. With 26 small business development centers located across the state, the SBDC provides one-to-one confidential business advising, demand-driven training and market research to both new and established small business owners at no cost to the client.



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Washington State Department of Enterprise Services

Chris Cantrell
1500 Jefferson St SE
Olympia, Washington 98501
360.407.2200 desevents@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 Washington's Electronic Business Solution (WEBS) system, <http://bit.ly/RegisterOnWEBS>



100

Washington State Department of Labor & Industries

Lance Yount
7273 Linderson Way SW
PO Box 44841
Olympia, Washington 98504-4841
360.902.5745 lance.yount@lni.wa.gov
Government Agency

L&I is a diverse state agency dedicated to the safety, health and security of Washington's 2.5 million workers. We help employers meet safety and health standards and we inspect workplaces when alerted to hazards. As administrators of the state's workers' compensation system, we are similar to a large insurance company, providing medical and limited wage-replacement coverage to workers who suffer job related injuries and illness.



108

Washington State Department of Transportation **106**



Jenna Fettig
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Olympia, Washington 98504
360.705.7017 FettigJ@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.

Wenaha Group **226**



Tessa Sayers
3711 Pacific Ave, Suite 301
Tacoma, Washington 98418
360.303.9875 tessas@wenahagroup.com
[Small Business, Minority Owned SB](#)

Wenaha Group is a certified Native American owned, #8606 MBE, DBE, ESB Construction Management & Consulting firm. Wenaha Group manages a myriad of project types and volumes within the tribal, education, federal, city and municipality areas of scope. Presently, the volume of work we are managing is approximately \$1 billion, which consists of 22 different contracts.

West Coast Wire Rope & Rigging, Inc. **328**



Mary Beymer
7777 7th Avenue S.
Seattle, Washington 98108
503.329.9199 maryb@wcwr.com
[Small Business, Woman Owned SB](#)

Founded in 1956, West Coast Wire Rope & Rigging, Inc. has spent over 60 years serving the Construction, Logging, Agricultural, Marine, Industrial, Petroleum, and OEM industries through the most extensive full-service rigging fabrication facilities on the West Coast. With four strategically placed locations (Seattle, Spokane, Portland, and Oakland), WCWR employees pride themselves on the value added services provided, the relationships built and fostered, and the diversity of vendors represented.

Woodburn Company **428**



Dan Beary
2815 Rockefeller Avenue
Everett, Washington 98201
425.877.7240 Dan.beary@woodburnco.com
[Small Business, VA Verified Veteran Owned Small Business Minority Owned SB](#)

Woodburn is the NW leader in Print Management solutions. Our solutions enable organizations to grow faster, lower operational costs, and reduce information governance and security risks by improving business insight,

impact and process speed. As a minority-owned organization, Woodburn specializes in Managed Print Services, Document Security Applications, IT Infrastructure, and Enterprise Content Management. Get the business-critical insights you need to manage the flow of printed information with Woodburn Print Management solutions.

Work Safe Access **427**



Spencer Black
3902 B Street NW, Suite B
Auburn, Washington 98001
253.310.8967
spencer@worksafeaccess.com
[Small Business](#)
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MDPhD Services, PLLC

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Website

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Washington State UBI

602 603 816

DUNS Number

798921362

CAGE Number

4RFA7

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621111: Physicians
621498: Outpatient Care Centers

Certification

Service-disabled veteran-owned
small business concern

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MDPhD Services, PLLC

Paul S. Darby, MD, PhD, MPH,
FACOEM, FIAIME, CMLE
253-820-0541
info@mdphd.biz

Summary of Services

I am a sole proprietor physician-consultant, board-certified in Occupational and Environmental Medicine and a PhD Organic Chemist, with expertise in occupational health and safety, workers' compensation, toxicology, forensic medicine, patents, and medicolegal practice.

Core Competencies

- Clinical practice of workers' compensation medicine (Federal OWCP, Jones Act, Harborworkers and Longshore Act, WA State L&I / Self-Insured) with CHI Franciscan
- Medical Director, Center of Occupational Health & Education (COHE) Alliance of Western WA
- Approved Medical Examiner, WA State L&I for impairment ratings
- Independent Medical Exams for insurers, attorneys, disability carriers
- Certified Medical Review Officer for alcohol and drug testing
- Certified Medicolegal Evaluator (authoritative, evidence-based reports and expert witness for plaintiff and defense counsel)
- Occupational safety and health consultant to business (injury reduction, claim review, time-loss reduction, medical and indemnity cost reduction)
- US Patent & Trademark Office action technical and scientific consultant
- Toxicology (chemically-related injury and illness) consultant
- Lieutenant Colonel (Retired), U.S. Army Medical Corps

Professional Memberships and Affiliations

- Fellow, American College of Occupational & Environmental Medicine
- Fellow, International Academy of Independent Medical Evaluators
- American Chemical Society
- American Conference of Governmental Industrial Hygienists
- American Academy of Clinical Toxicology
- Washington State Medical Association
- Pierce County Medical Society
- Clinical Faculty, University of Washington, School of Public Health

Capability Statement



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John LaCasse, PhD MBA
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- DUNS: 081017822
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