



JUNE 2026 NEWSLETTER



Brewed for Business: Contracting Hour

June 9, 2026, 9:00 AM – 10:00 AM

Featuring Leading with Skillz

Sign Up Here



Leading with Skills is designed to support small business and frontline leaders as well as their teams by providing engaging, effective, and actionable leadership development coaching and training that is often unavailable to them. Come meet Megan and learn if her consulting tools, frameworks, and content can help your business!



Tracking small business participation Starting July 1, 2026, DES will use Public Works Small Business Enterprise (PWSBE) certification to track small business participation on DES public works projects. Businesses can still participate on projects if they are not certified. However, only businesses certified as PWSBE will be counted toward small business participation goals. Certification is free: <https://des.wa.gov/about/inclusion-plans>



Introduction to LYNX for Industry Users

Discover how LYNX helps businesses enter and compete in defense markets.

Live Webinar Dates and Registration:

[June 4, 2026, 11:30 a.m.](#)

[June 11, 2026, 11:30 a.m.](#)

This APEX Accelerator is funded in part through a cooperative agreement with the Department of Defense



August 17 & 18, 2026

If you're a defense contractor in the Pacific Northwest, this is the event built specifically for you. Two days of practical sessions from CMMC practitioners, certified assessors, solution providers, and contractors who have already been through it. Register today!



Upcoming Events & Trainings

Brewed for Business: Contracting Hour
June 9, 2026, 9:00 AM – 10:00 AM

Introduction to LYNX for Industry Users
June 4, 2026, 11:30 AM – 12:30 PM
June 11, 2026, 11:30 AM – 12:30 PM

Local Government Purchasing
& MRSC Rosters
June 10, 2026, 11:00 AM – 12:00 PM

Federal Meet the Agencies
July 15, 2026, 10:00 AM – 12:00 PM

Sign Up Here: Upcoming APEX Events

***Have you met with APEX recently?
Schedule a meeting today or come
by the office!***

Local Bid Opportunities

City of Sequim

2026 RFQ On Call Material Testing Services

2026 RFQ On Call Right-of-Way Services

2026 RFQ On-Call Utility Engineering
Services

Jefferson County

Phase 4 – NNWSWB & Star Marine On-Site
Grinder Pump Install for PHUGA Sewer

Washington State

DES Contracting - Forecast Webpages
Upcoming Contracts

Port Angeles School District

Sequim School District

Pacific Northwest National Laboratory



FOR THE LIFE OF YOUR BUSINESS

Financial Basics for New Small Businesses

Register Here

This workshop is designed to give you, the business owner, the financial skills and know-how needed to perform key tasks like to determine how to accurately compute the amount of funding you'll need to start your business.

You will also learn how to project your future financial results realistically including:

- Projecting sales for a new business
- Understanding your cost of goods sold and gross margin
- Being able to project your operating expenses
- Calculating your net income.
- Planning your cash flow successfully.

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Made in America Loan Guarantee

Boosting Small Manufacturers: SBA Launches Enhanced Loan Guarantee Program Small business manufacturers have a new opportunity to access capital and scale their operations through the U.S. Small Business Association's (SBA) "Made in America Loan Guarantee" program.

This initiative is designed to help small businesses expand facilities, hire workers, and increase production— key steps in strengthening both domestic manufacturing and national security. 6 Starting May 1, 2026, eligible manufacturers across NAICS Sectors 31–33 may use the funds to:

- Upgrade or replace equipment to improve productivity and reduce unit costs.
- Modernize facilities and production lines to meet customer and national security requirements.
- Diversify supply chains away from foreign adversaries and bring critical production back to the United States.
- Build more resilient inventory positions.
- Expand operations and capacity through strategic acquisitions.

By reducing lender risk, the loan guarantee can improve access to financing for small manufacturers looking to modernize operations, invest in equipment, or meet increasing demand tied to government and defense needs.

Small businesses who want to learn more should contact the SBA State Finance Manager for more information. When paired with efforts like the Civil Reserve Manufacturing Network, this loan guarantee creates real pathways for small manufacturers to scale, compete, and deliver for the warfighter.