Advanced PortGen 2026

Virtual Training Series

Thursdays, Live via Zoom, 9:00am-10:00am

Advanced PortGen 2026 is a virtual training series designed for small, minority, and women- owned businesses wanting to learn how to be successful with government contracting at the Port and other agencies.

The training series culminates with an in-person Celebration of Small Business Event.

No Cost.

Questions? *Contact* ***training@washingtonAPEX.org.***

To register, scan the QR code below or visit: bit.ly/Advanced-PortGen

September 9 *(Wednesday, 2-hour interactive session)*-
Capabilities Statement - Writing for Impact
with Sandy Bjorgen, IMPROV-able Results

September 17 - Follow-Up Strategies to Win Work
with Cara Buckingham, Washington APEX Accelerator

September 24 - Dissecting the Bid: Go/No-Go & Compliance Review
with Trena Payton, Washington APEX Accelerator

October 1 - Filling Your Pipeline for Sustainable Success
with Trena Payton, Washington APEX Accelerator

October 8 - Small Dollar Buys: Your Way In
with MRSC Rosters, Port of Seattle

October 15 - Doing Business with Job Order Contract (JOC) holders & Prime Contractors
with GLY Construction, Centennial, Hensel Phelps Construction, and Hoffman Construction Company

October 22 - Costs of Doing Business
with Wendy Ortman, Valkyrie Consulting

DECEMBER 15 – In-Person Celebration of Small Business
Location: Port of Seattle Pier 69 Atrium **Time**: 4:00 - 6:30pm

> *"Thank you for providing such quality training. I feel more prepared to bid work at the Port!"*
> ~ Small Business Attendee

Port of Seattle

WASHINGTON APEX ACCELERATOR