Washington-Oregon Community Networking Group

Developing new business opportunities in Washington and Oregon

Monthly meeting
Monday, October 19, 2026
12:00 pm – 1:00 pm Pacific Time

What is Washington-Oregon Community Networking Group?

- We are a community-based organization that serves both Washington and Oregon.
- Our virtual monthly meeting is a welcoming space to learn, share information, and connect with small businesses and organizational representatives to start building business relationships and partnerships.
  - During the first half of our meeting, we share and discuss opportunities to develop new business.
  - In the second half of our meeting, we engage in facilitated networking, guided by our facilitators and advisors.
  - You can visit our website at: WA-OR Community Networking

Our Facilitation Team

Name	Role	Organization	Expertise
Ryan Taylor	Organizer & Facilitator	Golden Gift Consulting / GHS Communications	Management & Business Development Consultant, Communications & Marketing
Cedric Austin	Organizer & Facilitator	WA State Dept. of Enterprise Services	Community Engagement Specialist, Procurement Inclusion and Equity Program, Public Works Business Diversity Program
Barbara Alexander-Brown	Guest Facilitator & Advisor	WA State Dept. of Transportation	Economic Opportunities & Compliance Specialist – Interstate Bridge Replacement Project, Management & Business Development Expert
George Frost	Advisor	GW Frost & Associates LLC	Principal Consultant - Supplier Diversity & Business Development, Communications & Outreach, Community Engagement
Daniel Seydel	Advisor	Platinum Group & Entrepreneurial Institute of WA	Principal Consultant - Management & Business Development Consultant
Veronica Ybarra	Moderator & Advisor	Golden Gift Consulting / GHS Communications	Small Business Consultant, Proposal Writing, Business Development, Communications & Marketing

Upcoming Business Opportunities

What is the Interstate Bridge Replacement Project?

The IBR Program will construct transportation improvements along a five-mile stretch of I-5 between Portland, Oregon and Vancouver, Washington. The Program is advancing a core set of projects as the foundation for completing the broader Program.

The core set of projects includes replacing the Columbia River bridge, connecting the new bridge to I-5, extending light rail to Vancouver, pre-completion tolling, and removing the existing bridge. These investments will improve earthquake resilience, enhance roadway safety, support more predictable travel for people and freight, and expand transit and active transportation options.

The IBR Program will be delivered in phases, allowing the full five-mile corridor to build out over time as additional funding is secured. As the first step, the Program has identified a first funded phase with the approximately $5.7 billion in available funding.

What are we building first? With approximately $5.7 billion in committed funding, the Program is able to:

- Build the replacement bridge with a shared-use path, width for future construction of light rail, three through lanes, safety shoulders and one auxiliary lane in each direction for merging on and off Interstate 5
- Connect I-5 to the bridge in Oregon and Washington
- Connect SR 14 in Washington and Hayden Island in Oregon to I-5
- Construct tolling infrastructure
- Design the light rail extension to the Vancouver Waterfront for future construction
- Remove the existing bridge
- Pursuing these projects as a first funded phase is consistent with the investments studied through the federal environmental process

Interstate Bridge Replacement Project

The Interstate Bridge Replacement (IBR) Program previously released a Request for Qualifications (RFQ) for the Columbia River Bridge Replacement (CRBR) project. Responses were due Wednesday, Sept. 30. The RFQ is now closed, and bids are being evaluated.

The RFQ and procurement information are still available on the Washington State Department of Transportation's (WSDOT) Contract Webpage.

You can learn more about IBR by visiting their website: Interstate Bridge Replacement Program

Register your firm as an interested vendor by registering for IBR's Vendor Portal database at: IBR Vendor

Registering for the Vendor Portal will allow you to receive published updates about the project.

Columbia River Constructors - JV Team

In September, Columbia River Constructors, a JV (CRC), a joint venture between Kiewit, Guy F. Atkinson Construction, and Traylor Bros., Inc., was preparing to respond to the Request for Qualifications for the Columbia River Bridge Replacement Project, issued by the Washington State Department of Transportation (WSDOT).

The Project is a major component of the Interstate Bridge Replacement (IBR) Program, replacing the existing I-5 bridges between Portland, Oregon, and Vancouver, Washington with two new multimodal crossings.

The scope of work includes upgraded highway connections, reconstructed interchanges, enhanced local roadway networks, a shared-use bicycle and pedestrian path, and accommodations for future light rail transit. Construction will be phased to maintain traffic flow, incorporate a modern tolling system, and remove the existing bridge structures.



Contact CRC

Email: **IBROpportunities@kiewit.com**

Subcontractor Portal:
I.ead.me/BuildIBRwithCRC

Columbia River Constructors - Interested Scopes

Design & Professional Services:

- Administrative Support
- Civil/Structural Design
- Environmental
- Material Testing
- Survey

Construction:

- Asphalt Paving
- Boring-Directional Drilling
- Clear & Grubbing
- Electrical/Lighting/ITS
- Environmental
- Fencing
- Flatwork
- Grading
- Grinding/Grooving
- Guardrail & Signs
- Joint Sealing
- Landscaping/Erosion Control
- Metal Decking
- MSE Walls
- Pavement Marking & Striping
- Pile Driving/Drilled Shafts
- Pothole Utilities - Vac Truck
- Quality Control
- Rebar/Post Tensioning
- Removals & Demolition
- Saw cutting
- Street Sweeping
- Structural Steel
- Survey
- Traffic Control
- Trucking
- Tug Service/Crew Boat
- Utilities & Drainage

Materials/Supply:

- Aluminum Windows
- Doors, Frames & Hardware
- Food Service Equipment
- Furniture
- Manufactured Casework
- Metal Buildings
- Misc. Metals
- Modular Vehicle Wash System
- Overhead Doors
- Parking Control Equipment
- Precast Concrete
- Raised Access Flooring
- Resinous Flooring
- Security Systems
- Signage
- Structural Steel
- Window Coverings

Washington-Oregon Local Consultant Projects

(RFQ) Oregon Business Development Fund (OBDF) Loan Referral Services

Oregon Business Development Department

REQUEST FOR QUALIFICATIONS (RFQ) Oregon Business Development Fund (OBDF) Loan Referral Services Oregon Buys Bid Number S-12300-00011380

Business Oregon RFQ # C2024549

Single Point of Contact (“SPC”): Denise Wendler, Procurement and Contracts Specialist, Oregon Business Development Department
775 Summer Street NE, Suite 310, Salem, OR 97301
Phone: 971-718-6790
E-mail: Denise.Wendler@biz.oregon.gov

Due Date: 11/1/2029 – This is an Ongoing Application

Downloads and attachments: visit the following page on the OregonBuys eProcurement System to access downloadable documents: State of Oregon - Bid Solicitation - S-12300-00011380

OBDF Loan Referral RFQ.pdf

Attachment A-Proposer Information and Certification~1.doc

Attachment B-Disclosure Exemption Affadavit~3.doc

Attachment C-Reference Check Form.doc

Attachment D - Sample Contract.pdf

Attachment E - Sample OBDF Loan Referral Form.pdf

C2024549_Notice_of_Intent_to_Award_15Nov2024.pdf

(RFQ) Oregon Business Development Fund (OBDF) Loan Referral Services

Selected proposers will:

A. Promote and market the OBDF program as well as the suite of business finance programs and business development tools administered by Business Oregon. Other business finance programs include but are not limited to:

1) Capital Access Program (“CAP”),

2) Credit Enhancement Fund (“CEF”),

3) Entrepreneurial Development Loan Fund (“EDLF”),

4) Industrial Development Bonds (“IDB”), and

5) Oregon Royalty Fund ("ORF”).

B. Submit Loan Referrals to Business Oregon that meet OBDF program eligibility requirements, as outlined in OAR Chapter 123 Division 017;

C. Provide recognition of Business Oregon in promotional and media materials; and D. Perform any tasks necessary for the completion of the activities in this section.

Selected Proposers will deliver to Business Oregon, at a minimum and subject to further modification at Business Oregon’s discretion, the following information for each OBDF Loan Referral:

A. Borrower’s name, contact information, and contact person.

B. The name and contact information for the business being referred.

C. A brief description of the business being referred and a narrative demonstrating the traded sector nature of the business-related activities.

D. A brief explanation of the project that includes:
1) Amount and type of proposed project funding;
2) Proposed OBDF loan amount;
3) Purpose of the proposed funding;
4) Location of project to be funded;
5) Name and contact information for other lender(s) involved in the project (if applicable); and
6) Relationship of referring entity to the business being referred.

Proposers may expand and add detail to the information included in the OBDF Loan Referral Form based on their expertise and prior experience. A sample OBDF Loan Referral Form is included in this RFQ as Attachment E.

WASHINGTON STUDENT ACHIEVEMENT COUNCIL
EDUCATION · OPPORTUNITY · RESULTS

COMPETITIVE SOLICITATION – NO. 27RQ004 FOR WA529 SOCIAL MEDIA MANAGEMENT SERVICES

COMPETITIVE SOLICITATION DEADLINES		
ITEM		DATE
Competitive Solicitation Posting Date:		September 23, 2026
Virtual Pre-Bid Conference:	**October 7, 2026** at 10:00 am (Pacific Time) *Attend via Teams* Weblink: https://teams.microsoft.com/meet/214618477733172?p=zlgGvybU0gJIuwxaDc Meeting ID: 214 618 477 733 172 Password: Do3qQ7RW **Dial in by phone** +1 564-999-2000,,131375915# United States, Olympia (833) 322-1218,,131375915# United States (Toll-free)	
Question & Answer Period:	Deadline for Submitting Questions:	October 21, 2026 11:59 pm (Pacific Time)
	Anticipated Deadline for Answers:	October 27, 2026
Deadline for Submitting Bids:		November 4, 2026 11:59 pm (Pacific Time)
Anticipated Announcement of:	Apparent Successful Bidders:	November 30, 2026
	Contract Awards:	December 11, 2026

Scope of Work: WSAC is seeking a qualified firm with expertise in social media marketing and content management to manage the social media channels for Washington Education Savings Plans (WA529).

The selected firm will develop and execute a social media strategy across all WA529 social media platforms (Facebook, Instagram, X, LinkedIn) to drive positive public perception and grow participation in the GET Prepaid Tuition Plan and WA529 Invest, Washington state's official 529 plans.

COMPETITIVE SOLICITATION – NO. 27RQ004 FOR WA529 SOCIAL MEDIA MANAGEMENT SERVICES

Objectives:

Selected Bidder will:

- Study and evaluate program structure of Washington's two education savings plans, GET Prepaid Tuition and WA529 Invest, to understand the plans' purpose.
- Consult with the WA529 team on the ideal target audience based on likelihood of participating.
- Develop and cultivate a social media content strategy customized for each individual platform. The strategy should prioritize engagement, growing followers, and driving online visitors to the WA529 website to explore participation in the plans. Calendarize content and present to WA529 for feedback and approval.
- Produce and post static, interactive, and video content and manage community engagement on each platform.
- Report monthly results to WA529 and adjust the content strategy appropriately based on engagement.
- Regularly evaluate additional social platforms and advise WA529 on participation.

WASHINGTON STUDENT ACHIEVEMENT COUNCIL
EDUCATION · OPPORTUNITY · RESULTS

Competitive Solicitation – No. 27RQ004 For WA529 Social Media Management Services

Qualifications:

Bidders must demonstrate:

- A minimum of 5 years' experience developing and managing professional social media profiles; producing static, photographic and/or video content paired with impactful copy.
- A minimum of 2 years' experience producing social media and marketing content for government agencies, educational institutions, or financial products/institutions.
- Knowledge and understanding of WA529's adherence to WCAG 2.1 level AA accessibility standards (see https://www.w3.org/TR/WCAG21/) and be prepared to meet the standards as required for this project.
- Bidder must not be suspended or debarred from government contracts.
- Bidder must not have had a contract terminated before expiration for cause or poor performance in the last five years.

Forecasted/Likely State Agency Opportunities

Agency	Forecasted / Likely Consulting Opportunity	Type	Expected Window	Notes
Commerce	Economic Development & Competitiveness Strategic Plan – Phase 2	Forecast	Late 2026–Spring 2027	Phase 1 closed Aug 2026; multi-year strategic plan.
Commerce	Community Development Technical Assistance	Recurring	FY26–27	Rural communities, housing, small business TA.
Commerce	Housing Program Evaluation & Policy Consulting	Forecast	FY26–27	Driven by legislative appropriations & HUD cycles.
DSHS	Program Evaluation & Performance Measurement	Recurring	Fall 2026–Summer 2027	DSHS is the largest consulting purchaser statewide.
DSHS	Behavioral Health Policy & Data Consulting	Forecast	FY26–27	Medicaid & federal block-grant cycles.
DSHS	Communications & Stakeholder Engagement	Forecast	FY26–27	Rebids every 2–3 years.
HCA	Interoperability & Prior Authorization Modernization	Forecast	Late 2026–2027	CMS compliance; RFI already active.
HCA	Medicaid Policy Analysis & Program Evaluation	Recurring	FY26–27	Predictable rebid cycles.
OSPI	Federal Grant Compliance & Monitoring Consulting	Recurring	FY26–27	Title programs, federal reporting cycles.
OSPI	Program Evaluation (Title, SPED, Early Learning)	Forecast	FY26–27	Recurring evaluation needs.
OSPI	Communications & Outreach Support	Forecast	FY26–27	Legislative & statewide initiative support.
DOH	Public Health Program Evaluation	Forecast	FY26–27	Grant-funded program cycles.
DOH	Communications & Public Awareness Campaigns	Recurring	FY26–27	Health promotion campaigns rebid frequently.
WaTech	Cybersecurity Assessment & Modernization Consulting	Forecast	FY26–27	Statewide IT modernization.
WaTech	Cloud Migration & Enterprise Architecture Consulting	Recurring	FY26–27	Multi-year modernization roadmap.
DES	Organizational Development & Workforce Training	Recurring	FY26–27	Regular OD/training contract cycles.
DES	Procurement Modernization Consulting	Forecast	FY26–27	Linked to statewide procurement system upgrades.

Washington State Events

Meet the BIGS! Doing Business with Government and Industry

DOING BUSINESS WITH GOVERNMENT AND INDUSTRY

Thursday, November 19, 2026
Program: 9AM-1PM

Northern Quest Resort & Casino
100 N Hayford Rd
Airway Heights, WA 99001

You'll have the opportunity to network with large government purchasers in our area like Fairchild Air Force Base and the City of Spokane, as well as large prime contractors doing millions of dollars of work with the government.

learn more or register at: Greater Spokane Inc.

WHO SHOULD ATTEND

Businesses from all industries are invited to attend. This is an excellent opportunity to learn how you can expand your revenue and do business with the government. At Meet the BIGS! you'll:

- Connect with businesses that are looking to do contracts with other local businesses.
- Shake hands with purchasing agents from federal, state, and local government agencies.
- Build relationships with representatives from our region's largest prime contractors
- Discover a wealth of contracting opportunities
- Learn insider tips and navigate the path to government and large-scale contracts.

Prepare for success by understanding how to maximize your experience.

2026 North Puget Sound Contracting Conference

Building a Better Future Together: Growing Infrastructure through Government Contracting

Economic Alliance Snohomish County, in partnership with powered-programs, Washington APEX Accelerator and Washington Small Business Development Center, is excited to announce the 2026 North Puget Sound Contracting Conference (NPSCC), presented by The District, is returning to the Lynnwood Event Center this fall!

This premier regional event connects businesses, government agencies, prime contractors, and industry professionals for two days of networking, education, matchmaking, and contracting opportunities.

Following significant growth in 2025, NPSCC is expanding again in 2026 with additional programming, deeper engagement opportunities, and more ways for attendees to build meaningful connections across the government contracting ecosystem.

Don't miss this must-attend event for anyone doing—or looking to do—business with government agencies and prime contractors.

DATE & TIME:
October 28 • 4:00 PM - 7:00 PM
October 29 • 9:00 AM - 3:00 PM

COST
$60-$600

LOCATION:
Lynnwood Event Center
3711 196th St SW
Lynnwood, WA 98036

EMAIL:
info@EconomicAllianceSC.org

Thriving Together Resource Event

UPCOMING RESOURCE EVENT FOR SMALL BUSINESS OWNERS & ENTREPRENEURS

Co-hosted with Parks Tacoma
October 29, 2026 | 10:00 a.m. - 1:00 p.m.
STAR Center - Journey Hall - 3873 S 66th St, Tacoma, WA 98409 (map)
FREE! **Register Here**

The Pierce County Community Navigator team and Parks Tacoma invite you to the **Thriving Together Resource Event.** This event is ideal for local small business owners and entrepreneurs to network and learn about the resources available to help businesses thrive in Pierce County.

Connect with organizations and agencies offering small business assistance

- Light refreshments
- Free on-site parking
- B2B networking encouraged, bring your company's info for a shared resource table

Register today at PierceCountyWA.gov/Thriving!

Thriving Together Resource Event

- Pierce County Economic Development
- Parks Tacoma
- Asia Pacific Cultural Center
- Mi Centro
- Tacoma Pierce County Black Collective
- Business Impact Northwest
- Washington APEX Accelerator
- Association of Women & Minority Businesses
- Chase Business Banking
- Early Returns To Work/L&I
- Export-Import Bank of the United States (EXIM)
- Key4Women Program
- Northwest Cooperative Development Center
- Pierce County Emergency Management
- Pierce County Library System
- Pierce County Office of Resilience & Climate Action (ORCA)
- Pierce Transit
- Puget Sound Energy
- Tacoma Public Utilities
- Ventures
- WA St. Dept. of Enterprise Services
- WA St. Dept. of Revenue
- WA St. Office of Minority & Women's Business Enterprises (OMWBE)
- WaFd Bank
- Washington Saves Retirement Program
- Washington Secretary of State
- Washington Small Business Development Center
- Washington State Employees Credit Union - WSECU
- Washington State Small Business Liaison Team (ORIA)
- William Factory Small Business Incubator

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Joint Base Lewis-McChord

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Explore contracting opportunities for your business at Joint Base Lewis-McChord.

WHEN

November 5

8:00am - 11:00am

WHERE

Lakewood City Hall

Council Chambers

6000 Main Street SW Lakewood, WA

No Cost. Registration required.

Questions? Grady Smith, Thurston EDC

Washington APEX Accelerator

gsmith@thurstonedc.com

www.washingtonapex.org

Brought to you by:

Pierce County Economic Development

City of Lakewood

Washington APEX Accelerator

Thurston EDC & Center for Business & Innovation

Washington APEX Accelerator is funded, in part, through a Cooperative Agreement with the Department of War

Advanced PortGen 2026 Virtual Training Series



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.

Register for Training Sessions
Topics covered in this training series included:

Questions? Contact training@washingtonapex.org

Costs of Doing Business (10/22)

- Wendy Ortman, Valkyrie Consulting

In-Person Celebration of Small Business (12/15)

- Location: Pier 69, Time: 4PM - 6:30PM

Oregon Department of Transportation - Upcoming Events

2026 TERO Contractor Certification Opportunities

If a prime contractor wants to bid on a TERO contract, they must receive TERO certification with the particular TERO involved.

Below is a simplified breakdown of upcoming training dates and formats:

Warm Springs TERO Workshops

4th Quarter: Wednesday, Nov 4 (9 AM–12 PM, Zoom)

Cost: Advanced training starts at $650; additional attendee pricing available

Grand Ronde TERO Workshops

4th Quarter: Thursday, Dec 10 (10 AM, Zoom)

Cost: Registration $650; One-on-one training $950

Umatilla TERO Workshop

4th Quarter: Thursday, Nov 5 (1–3 PM, Virtual or In-Person)

Cost: Early registration $650; At-the-door $750

2026-2027 Construction Training Schedule

The 2026–2027 Construction and Inspector training schedules are now posted, and enrollment is officially open. To view or register for courses, you'll need to set up a Workday Learning account.

Upcoming In-Person & Virtual Courses (Salem):

- ADA Curb Ramp Inspector/Contractor Training In-Person | 10/26-29
- Erosion Sediment Control Manager Training | 11/3
- Environmental Construction Inspector Training | 11/4-5
- General Construction Inspector Training | 12/7-11

Enrollment early in the season is strongly recommended, as classes later in the year are at higher risk of cancellation due to low enrollment.

For more information visit the ODOT Construction Training webpage

Oregon Department of Transportation - Upcoming Events

This fall, Oregon Department of Transportation will be putting on their Contract Compliance trainings. These trainings are designed to support contractors, construction assistants, consultants, and local partners working, or planning to work, on ODOT construction projects.

The training sessions will provide guidance on contract requirements and compliance expectations. Prime contractors, subcontractors, and consultants will benefit from this training

This is complimentary training. It is offered virtually only on Workday. You can attend any training date, no matter your region.

- Region 1 (Portland/Metro) – Thursday, Oct 29, 2026
- Region 2 (Mid-Willamette Valley) – Tuesday, Nov 17, 2026
- Region 3 (Southern Oregon) – Tuesday, Nov 10, 2026
- Region 4 (Central Oregon) – Thursday, Nov 5, 2026
- Region 5 (Eastern Oregon) – Monday, Nov 9, 2026

Agenda for all trainings:
10:00am - 12:00pm: Contract Compliance with OECR
12:00pm - 1:00pm: Lunch break
1:00pm - 4:30pm: Labor Compliance with BOLI

Register:
ODOT - OECR - 2026 Civil Rights Contract and BOLI Labor Compliance Training - VIRTUAL

Register on Workday (No cost or fees). Need a Workday account? Create an account here:
CCB (Construction Contractors Board) Continuing Education Credit is available for this training

Washington State Event Announcements

Starting with:

Cedric Austin

Other Upcoming Events Participants Would Like to Share

Are there any other upcoming events that participants in the meeting would like to share?



Networking and Relationship Building



Get to know people. Build relationships. Build partnerships.

What happens during our Networking and Relationship Building portion of the meeting?



During our facilitated networking session, we select a topic to discuss as a group. Small businesses, organizational representatives, and other participants share their experiences regarding the topic.



Participants and facilitators engage in active listening and discuss thoughts and ideas that could be helpful.

Today's Topics

Small Businesses: Share your experience with managing and fulfilling change orders, large or small.

General Contractors: Share your experience with requesting and managing change orders for subcontractors.

Organizational Representatives: Share your experience in developing and managing change orders for contractors.



Questions

Do you have any questions for our facilitators?



Thank You for Attending

Our next meeting will be held
on MS Teams on
November 16, 2026 at 12:00 pm.

