



Governor's Marketplace Conference & Tradeshow
October 28, 2024 | Holiday Inn Portland | Columbia Riverfront

Training Title	Description
Apex Accelerator (formerly GCAP): Using Apex as your Federal and State Contracting Resource	Learn the many ways the Apex can assist your business registering for Federal opportunities, responding to solicitations, creating your capability Statement that accurately describes your business' products and services. And so much more!
BOLI: Prevailing Wage Rate Workshop	Oregon's Prevailing Wage Rate (PWR) laws apply to most public works contracts. This session, presented by the Bureau of Labor and Industries (BOLI), will provide you with the information and resources you'll need to help you understand and stay in compliance with the PWR laws. Topics will include when prevailing wages must be paid to employees, how to find the correct prevailing wage rates, the overtime requirements when working on public contracts, and how to correctly complete certified payroll reports. This is also a great opportunity to ask BOLI staff your questions about the PWR law.
COBID Workshop and Opportunities for COBID Firms	The Certification Office for Business Inclusion and Diversity will share benefit of certifications and how government entities find you.
Federal Agencies and Oregon Emergencies	The federal government contracts more than \$500 billion annually. Learn more about federal contracting opportunities and what that could mean for your business. With special guest speakers from the Oregon Department of Emergency Management and how local community business connect with County Emergency managers before, during, and after a disaster.
Insurance Agent as a Resource	This session will consist of a panel of insurance agents representing local insurance agencies in Oregon. The focus will be on explaining how the insurance agent can be a resource to you, the vendor or grantee, to address the insurance or bond requirements of contract(s) and grant(s). Small business will be focus of the panel.
Local Government Contracting	Local governments are the community small business builders, and are intentional in their outreach for project participation, and will identify where they post their bidding opportunities. Learn how to connect and where to find local government contracts.
Must Know Resources: To Grow and Support Your Business	Learn about employer incentives and business resources with various state agencies. Subsidized wage and unpaid worker programs, tax assistance and credits, and help navigating state agency bureaucracy will be included topics.
OregonBuys: Make the system work for you	OregonBuys will present a demo on the functionality of Oregon's largest e-procurement system, and how important describing your products and services in your OregonBuys vendor profile, and searching for bidding opportunities, electronically responding to solicitations.
Small Business Access Capital Panel	Join our Small Business Access to Capital panel to learn about the ecosystem of small business lending and where you and your business fit in it. If you've been told "No" by a lender or don't know where to start in your access to capital journey, this panel is for you. Getting a "No" doesn't mean you have an idea or business that isn't creditworthy, it means you're either not ready for lending or you are looking in the wrong place. This discussion will focus heavily on this concept and provide valuable insight and guidance into what should be your next step.
State Contracting Panel	State agency Procurement Officers will provide guidance and insight on how to effectively communicate and build relationships with State Agencies, which ultimately lead to increased contracting opportunities. Agencies will emphasize the benefits of firms being COBID certified and how they find you. With additional Programs that are specific to disadvantage businesses and their growth.
Sustainability Defined in Oregon Contracting	Public procurement's complexity and potential for impact makes it vital that public entities get the best contracts that they can to serve the people of Oregon. To accomplish this, we have to be intentional and specific about our needs and requirements for our suppliers. Adam Helvey with the State of Oregon, and Cary Watters with the City of Portland, will lay out in detail what Sustainability means in their procurement processes and contracts, and what their agency goals are for the near future.
Unlocking Opportunities: Small Business Support & Engagement in the Interstate Bridge Replacement Program	Explore how your small business can play a key role in the Interstate Bridge Replacement Program! Join our 5-member expert panel as they dive into the details of proposed program areas, tailored support packages, and exclusive opportunities for small businesses. Learn about our partnerships with the SBA, NWSBTRC, and APEX, and discover how to prepare and connect for success. With a focus on practical steps and timelines, you'll leave with the tools and insights needed to get involved. Plus, enjoy an interactive Q&A to address all your questions!