



# Salem Training Session Descriptions

## Courses from 9 – 10:30 a.m.

<b>Empowering Growth: Business Resources to Support Your Success</b>	Discover a range of powerful tools and programs available to help your small business grow and thrive. This session will feature representatives from various state agencies. They will share valuable information on employer incentives, wage subsidies and unpaid worker programs, tax credits, and business navigation support. Whether you're hiring, expanding, or just getting started, you'll leave with actionable resources and connections to help you overcome challenges and seize new opportunities.
<b>Understanding Oregon's Prevailing Wage Rate Laws</b>	Learn the essentials of Oregon's Prevailing Wage Rate laws in this informative session led by a Bureau of Labor and Industries (BOLI) expert. Topics include wage rate requirements, overtime rules, certified payroll reporting, and employer responsibilities on public works projects. Perfect for contractors & subcontractors working on public jobs.
<b>Decoding Solicitations: A Practical Guide with APEX Accelerator</b>	Understanding how to respond to government solicitations is key to winning contracts. In this hands-on session, APEX Accelerator experts will guide attendees through essential steps of evaluating and responding to a solicitation. Learn about the critical obligations of both vendors and agencies and gain practical tools to help you decide whether a solicitation is a strategic "Go" or a prudent "No-Go" for your business. This session is ideal for businesses looking to build confidence and capability in the government contracting space.

## Courses from 1:30 – 3 p.m.

<b>Partnering for Opportunity: State Agency Contracting Panel</b>	Join this interactive panel featuring State Procurement Professionals. They will share practical strategies for building strong relationships with public agencies. Learn how to effectively communicate your value, navigate the procurement process and position your business for success. The panel will highlight the advantages of COBID certification, how agencies discover and engage firms, and spotlight programs. This session demystifies state contracting and empowers diverse businesses to compete and thrive.
<b>Unlocking Access to Capital: Fueling Business Growth</b>	Financial experts, community lenders, and successful entrepreneurs come together to explore practical pathways to funding. Attendees will gain insights into tradition and alternative financing options, learn how to strengthen their financial readiness, and connect with resources designed to support diverse growth. Whether you're just starting out or scaling up, this session will equip you with the tools and knowledge to turn capital into opportunity.
<b>Building a Greener Future: Sustainable Procurement in Oregon</b>	Procurement Program Manager will share how statewide contracts are evaluated for environmental impact and how vendors can align with these goals. Learn how your business can contribute to a more sustainable supply chain, meet emerging requirements, and become a partner in Oregon's commitment to responsible purchasing.