



# California Capital APEX Accelerator

*Formerly the California Capital PTAC*

*Ivor Newman – APEX Program Director  
California Capital APEX Accelerators  
Email: [Inewman@cacapital.org](mailto:Inewman@cacapital.org)*

# California Capital Financial Development Corporation - [www.cacapital.org](http://www.cacapital.org)

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## BUSINESS LOANS

Our loan guarantee and microloan program helps secure financing for Small Businesses who are unable to access mainstream financing.



## WOMEN'S BUSINESS CENTER

The California Capital Women's Business Center provides assistance to new and established small businesses.



## GOVERNMENT CONTRACTING

Get help for your business to prepare for, pursue, and perform on government contracts.





# Working With Your Local APEX Accelerator (Formerly PTAC)

# 300+

# 16



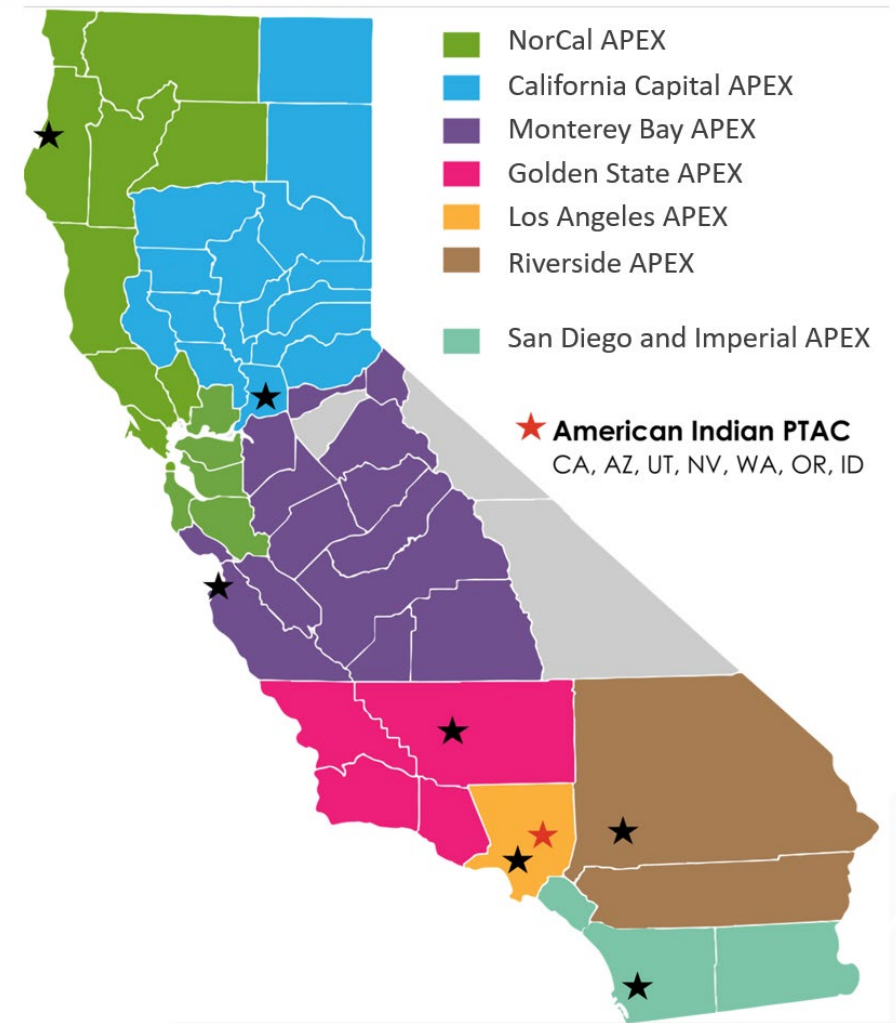
Local APEX Accelerator offices nationwide

California Capital supports 16 counties

Services provided at NO COST to our clients

The California Capital APEX serves businesses in Butte, Colusa, El Dorado, Glenn, Lake, Lassen, Modoc, Nevada, Placer, Plumas, Sacramento, Sierra, Sutter, Tehama, Yolo, and Yuba Counties.

[Nationwide APEX Accelerator Locator](#)





# California Capital APEX Accelerator



The California Capital APEX Accelerator provides technical assistance to **established** Small Businesses, helping them to **prepare** for, **pursue** and **perform** on government contracts.

*Register for services at:*  
<https://cacapital.org/apex/>

*The California Capital APEX Accelerator is funded in part through a cooperative agreement with the Office Of Small Business Programs (OSBP).*



# Process to Engage California Capital APEX?



- Businesses must first register online at <https://cacapital.org/apex/> to become a client.
- Once registered you will be assigned an APEX Counselor.
- Your counselor will reach out to you to schedule an initial counseling session.
  - The initial session provides the Counselor with a baseline for advising the client.
  - In the initial session the Counselor will assess the client's background & experience.

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# California Capital APEX Accelerator Services



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## Consultation, Guidance, Assistance and Training:

- Understand every aspect of doing business with Federal, CA State and Local Government
- Ultimate goal is to acquire a Contract
- Initial Client Assessment
  - Product (Commodity), Service or Construction arena
  - Past and/or Current business history
  - Small Business Goals.
  - Secure mandatory and highly suggested Registrations and Certifications
    - ✓ SAM, CaleProcure and Sac County
    - ✓ WOSB/EDWOSB, HUBZone, VOSB/SDVOSB, 8(a) Caltrans DOT DBE



# California Capital APEX Accelerator Services



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- Market Research
  - Who buys what they sell?
  - How to market to them?
  - Create a Capability Statement
- Training
  - USASpending.gov, Acquisition.gov and FPDS
  - CaleProcure SCPRS
- Search for and Bid on Bid Opportunities
  - Read, Interpret and Respond to a RFQ, IFB, RFP, etc. Sources Sought Announcement, etc.
  - SOW/PWS, Regulations, Statues, Directives, etc.
- Subcontracting
- Bid Match Service
  - Receive automatic bid opportunity notices
  - Federal, State, City, and County data base

# California Capital APEX Accelerator

## – Active Client’s Past Performance

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1,180+ Federal Government Contracts were awards to active California Capital APEX Accelerator clients during our last full period of performance (8/1/23 – 4/15/24). The awards totaled \$186 Million.

### *Awards by Top 20 Federal Agencies*

Agency Name	Awards	Value
Defense Logistics Agency	497	\$14,080,685.09
Department of Veterans Affairs	163	\$8,172,863.17
Forest Service	127	\$12,209,231.52
Department of the Army	71	\$34,173,547.84
Department of the Air Force	37	\$13,079,227.63
National Institutes of Health	32	\$8,760,468.32
Federal Acquisition Service	30	\$2,479,614.56
National Park Service	22	\$3,920,489.39
Department of the Navy	21	\$15,636,449.09
U.S. Coast Guard	18	\$543,945.19
Internal Revenue Service	14	\$1,204,769.58
Federal Prison System / Bureau of Prisons	10	\$200,687.74
USTRANSCOM	9	\$7,017,650.02
Bureau of Land Management	8	\$505,345.64
Department of State	7	\$99,771.46
Departmental Offices	6	\$822,907.90
National Aeronautics and Space Administration	6	\$571,200.00
Agricultural Research Service	6	\$513,877.38
U.S. Fish and Wildlife Service	6	\$149,477.98
Bureau of Reclamation	6	\$105,006.00



# Section 863 of the 2024 NDAA

## National Defense Authorization Act



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**APEX**  
ACCELERATORS

Congress has increased the prime contracting goal for service-disabled veteran-owned small businesses from three percent to five percent of total prime contract spending. Together with this major increase, Congress will prohibit the government from counting awards to self-certified SDVOSBs toward its prime and subcontracting goals.

Section 863 simply deletes the term "3 percent" in the underlying goaling statute, [15 U.S.C. 644\(g\)\(1\)](#), and replaces it with "5 percent".

# Domestic Preference - “Made in America”



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“Made in America” policies are designed to increase reliance on domestic supply chains and ultimately reduce the need to spend taxpayer dollars on foreign-made goods. The Made in America Office (MIAO) will ensure that any waivers from Made in America laws are applied clearly, consistently, and transparently across federal agencies. For additional information visit: <https://www.madeinamerica.gov/>

## Already a Federal Contractor?

Have questions about waivers from Made in America laws?

Please reach out to the Made in America Office.

Email: [MadeInAmerica@omb.eop.gov](mailto:MadeInAmerica@omb.eop.gov)

# California Capital APEX Accelerator Webinars



<https://cacapital.org/workshops-events/calendar/>

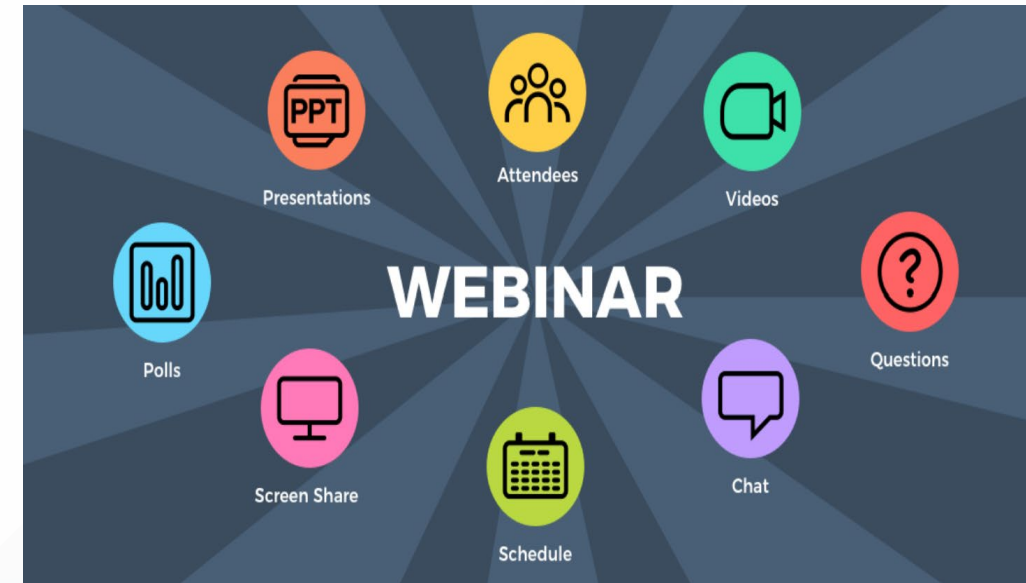


## APEX Workshops (Monthly):

- How to do Business with the Federal Government 101
- Marketing your Business 101
- Federal Government Contracting - Did You Know?
- Sam.gov
- USAspending.gov
- Acquisition.gov
- DBE Certification / Caltrans

## Govology <https://govology.com/>

- FAR, Contract Types and Formats, Proposal Writing, Cybersecurity Compliance, Debriefs and Protests, etc.





# California Capital APEX Accelerator Webinars cont'd



<https://cacapital.org/workshops-events/calendar/>



## Misc. Workshops:

- Federal Government Agencies: SBA, DoD: USACE, DMEA, BOR etc.
- CA State Agencies: DGS, Caltrans, CalFire, etc.
- Sacramento County
- Sacramento Municipal Utility District (SMUD)
- Sacramento Regional Transit (SacRT)



# *THANK YOU!*

*Ivor Newman- Program Director  
California Capital APEX Accelerators  
Email: [Inewman@cacapital.org](mailto:Inewman@cacapital.org)*