



Northeast Michigan APEX Accelerator (formerly PTAC) provides federal, state, and local government contracting training free due to our government funding.

Trainings are available to businesses in Alcona, Alpena, Cheboygan, Crawford, Iosco, Montmorency, Ogemaw, Oscoda, Otsego, Presque Isle and Roscommon counties of NE Michigan.

For classes in other locations: www.aptac-us.org.

* All Trainings Subject to Change *

Where Do I Begin?

Considering government contracting? Don't know where to begin? Join us to learn more about government contracting and how APEX Accelerator is here to guide you every step of the way.

Online pre-registration is required.

The link to the class will be sent to registrants within 24 hours of the class.

April 12	10:00 a.m. -11:00 a.m.	Gaylord	Registration
April 18	12:00 p.m. – 1:00 p.m.	West Branch	Registration
April 25	10:00 a.m. -11:00 a.m.	East Tawas	Registration
June 6	10:00 a.m. -11:00 a.m.	Prudenville	Registration
July 11	10:00 a.m. -11:00 a.m.	West Branch	Registration
August 1	10:00 a.m. -11:00 a.m.	Alpena	Registration
September 5	10:00 a.m. -11:00 a.m.	Grayling	Registration
October 3	10:00 a.m. -11:00 a.m.	West Branch	Registration
December 5	10:00 a.m. -11:00 a.m.	Cheboygan	Registration

Government Contracting: Orientation

Is your company considering government contracting? Learn how to sell your products and services to the federal, state, and local government. This free seminar will give you the direction you need.

Online pre-registration is required.

The link to the class will be sent to registrants within 24 hours of the class.

May 10	10:00 a.m. – 11:00 a.m.	Gaylord	Registration
June 14	10:00 a.m. – 11:00 p.m.	East Tawas	Registration
July 12	10:00 a.m. – 11:00 a.m.	Prudenville	Registration
August 9	10:00 a.m. – 11:00 a.m.	West Branch	Registration
September 13	10:00 a.m. – 11:00 a.m.	Alpena	Registration
October 11	10:00 a.m. – 11:00 a.m.	Grayling	Registration
November 15	10:00 a.m. – 11:00 a.m.	Virtual	Registration
December 13	10:00 a.m. – 11:00 a.m.	Virtual	Registration

Website: www.apex4nemi.org



Coffee & Contracting (2nd Tuesday from 9:00 – 9:30)



Coffee & Contracting features APEX Accelerator presenting partners such as (but not limited to): SBA, SBDC, Southwest Michigan First, Consumers Energy, MDOT, State of Michigan DTMB, Veteran's Services, and more.

Online pre-registration is required.

The link to the class will be sent to registrants within 24 hours of the class.

State of Michigan MDOT	May 9	Virtually Online	Flyer Coming Soon
State of Michigan MDOT	July 11	Virtually Online	Flyer Coming Soon
Small Business Administration - SBA	September 12	Virtually Online	Flyer Coming Soon
Small Business Administration - SBA	October 10	Virtually Online	Flyer Coming Soon

Marketing & Research: Mining for Opportunities

Learn how to market your business to government agencies and prime contractors. Research the agencies and prime contractors that buy what you sell. Research your competitors' sales and customers.

Pre-requisites: Orientation Class and a current client of APEX Accelerator. Online pre-registration is required.

The link to the class will be sent to registrants within 24 hours of the class.

May 16	10:00 a.m. – 11:00 a.m.	Virtually Online	Registration
September 19	10:00 a.m. – 11:00 a.m.	Virtually Online	Registration

One-Time Govology Training

Govology is a collaborative community raising the competency level of small business to excel in government contracting. These are pre-recorded sessions that we will watch together. Topics are subject to change.

Online pre-registration is required.

The link to the class will be sent to registrants within 24 hours of the class.

June 7 – Topic to be Determined	10:00 a.m. – 12:00 p.m.	Virtually Online	Registration
October 18 - Topic to be Determined	10:00 a.m. – 12:00 p.m.	Virtually Online	Registration

Capability Statement Preparation

When you're ready to sell your products/services to the government, create a capability statement to share when meeting (in person or virtual) buyers for prime and subcontracting opportunities.

Online pre-registration is required.

The link to the class will be sent to registrants within 24 hours of the class.

February 23	10:00 a.m. – 12:00 p.m.	Virtually Online	Registration
May 23	2:00 p.m. – 4:00 p.m.	Virtually Online	Registration
August 24	10:00 a.m. – 12:00 p.m.	Virtually Online	Registration
November 14	2:00 p.m. – 4:00 p.m.	Virtually Online	Registration

Tammy Moore
Program Director

Shawna McManus
APEX Accelerator Counselor

Susan Fitzpatrick
APEX Accelerator Counselor

mooret@nemcworks.org

mcmanuss@nemcworks.org

fitzpatrick@s@nemcworks.org

(989) 733-8540 x 2

(989)733-8540 x 1

(989)733-8540 x 3

Website: www.apex4nemi.org

This APEX Accelerator (formerly PTAC) is funded in part through a cooperative agreement with the Department of Defense. Northeast Michigan APEX Accelerator, satellite of Northeast Michigan Consortium (NEMC), is funded in part by the Michigan Economic Development Corporation (MEDC). The reproduction, reformatting, and/or distribution of APEX Accelerator materials in part or in whole, in addition to the reselling of APEX Accelerator services, is strictly prohibited.