



SOUTHWEST
MICHIGAN
APEX
ACCELERATOR



NORTHEAST
MICHIGAN
APEX
ACCELERATOR

WHAT WE DO



Support Michigan Businesses

Ensure that small businesses in our region get a share of the government market. Otherwise, military contracts would go to big businesses downstate



Strengthen Defense Industrial Base

Modernize the defense industrial base by strengthening the supply chain, bringing in new suppliers, and helping overcome the barriers to businesses struggling to meet DoD specific procurement requirements

The Southwest and Northeast Michigan APEX Accelerators help local businesses in Michigan to compete successfully in selling to government agencies and prime contractors.

The Southwest and Northeast APEX Accelerator Centers (with offices located in Onaway and Kalamazoo) serve businesses, large and small, by providing no-cost, intensive advising, and training on how to sell their products and services to government agencies and within the government supply chain. All advising is provided at no-cost to the businesses.

We help to:

- Ensure adequate competition on government procurements, create and retain local jobs
- Support Defense Secretary Hegseth's vow to "reform the acquisition process" as it will further help our small businesses to be competitive
- Support the Administration's approach to government spending as our local small businesses are lean, innovative, and resourceful

ROI
\$238
FOR EVERY
FEDERAL
DOLLAR
INVESTED IN
2024*

CONTRACTS
WON
\$225M
IN 2024*

*Statistics include the Northeast and Southwest APEX Accelerator regions.

The Northeast Michigan and the Southwest Michigan APEX Accelerators are funded in part by the Michigan Economic Development Corporation (MEDC). The APEX Accelerator is funded in part through a cooperative agreement with the Department of Defense.

APEX Accelerators Support Government Industrial Base

2024
LOCAL IMPACT



269 CLIENTS
SERVED*



107
TRAININGS
PROVIDED*



\$225 MILLION
CONTRACTS WON*

Key Michigan Businesses thriving with our services

- 4 Flutes Machining - Kalamazoo
- B B N H Enterprises, Inc. - Cass
- Meridian Contracting Services, LLC - Alpena
- Moran Iron Works - Onaway
- Power Construction Group - Cheboygan
- Ryba Marine Construction - Cheboygan
- SafeSense Technologies, LLC - Kalamazoo
- Walsh Service Solutions, LLC - Kalamazoo



Even as a long time government contractor, I appreciate the ability to reach out to APEX and ask questions related to rebids which they are extremely knowledgeable on and have insight from Contracting Officers specifically."

~ B B N H Enterprises, Inc., Cass



"The Onaway APEX office continues to be fantastic to work with, always finding us new opportunities and helping to navigate the complicated world of government contracting.

~ Shane David Roofing, Cheboygan

*Statistics include the areas covered by the Northeast Michigan APEX Accelerator and their satellite office Southwest Michigan APEX Accelerator.

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