



SBPO Quarterly Newsletter

A Small Business Programs Office Publication

All About Metro's Small Business Programs Office (SBPO)

MISSION STATEMENT

To provide exceptional services to our internal and external customers which "open the doors to opportunities" for the disadvantaged business enterprise community while assisting to increase their economic capacity and develop state-of-the-art training, contracting opportunities and outreach initiatives that will serve as a viable resource to our customers.

VISION STATEMENT

To create a model program for the nation by strengthening the capabilities of our broad customer base while building strategic partnerships committed to the overall success of business development and entrepreneurship.

POLICY

Pursuant to Title 49 Code of Federal Regulations (CFR) Part 26, it is the policy of the Washington Metropolitan Area Transit Authority (WMATA) that disadvantaged business enterprises (DBEs) – owned by women and minorities – as defined by the regulation, shall have a fair opportunity to compete for and participate in WMATA's contracts and subcontracts. WMATA assigns DBE participation goals on a contract-by-contract basis on federally funded construction contracts having a total dollar value greater than \$500,000 and on non-construction procurements (i.e., contracts for services, supplies and equipment) having a total value greater than \$150,000. WMATA's DBE goal may be satisfied by utilizing one or more DBEs as joint venture partners, subcontractors or suppliers of goods and services of any kind or nature, provided that the DBE performs the tasks awarded when the contract is executed. DBE firms may also participate as prime contractors. The DBE regulations also provide for a Small Business Enterprise (SBE) element that is race and gender neutral. WMATA established the SBE Program to increase opportunities for small businesses, including DBEs, to participate as prime contractors on selected federally funded contracts. Any contract, with a total value less than \$1,000,000.00 will be reviewed for a potential set-aside for certified SBEs.

ATTENTION/ALERTS

PROMPT PAYMENTS

Submit Prime Contract and Sub-Contract monthly payment forms via Supplier Portal. Contact the SBPO if you have questions, concerns or difficulty while using the Supplier Portal. The CLM email is clm@wmata.com.

Certification Information Needed by 06/01/2019

All DBE, SBE, and SBLPP vendors MUST update and submit their certification by going into the CLM Supplier Portal to ensure the information is accurate;

Change/No Change Affidavit; and

Update Point of Contact (POC) information including email addresses and telephone numbers.

Go online at wmata.com to register your firm and update your information. The SBPO is in the process of updating its DBE Directory as required by Title 49 Code of Federal Regulations, Part 26.61.

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WMATA's Thomas Turner with Brad Mason of Gannett Fleming discussing opportunities for minority firms at an Outreach Event on March 19th at District Architecture in Washington, DC.



WMATA Triennial DBE Goal Setting Notification

WMATA's Triennial-Annual DBE Goal will be submitted to the Federal Transit Administration on August 1, 2019.

Statement of Advocacy Groups – Seeking their Inputs in WMATA's Triennial Goal Setting Methodology for FFYs 2020 - 2022

WMATA has established a Disadvantaged Business Enterprise (DBE) program in accordance with regulations of the U.S. Department of Transportation (USDOT) 49 CFR Part 26 and receives federal assistance from U.S. Federal Transit Administration (U.S. FTA) and as a condition of receiving this assistance, WMATA has signed assurances that it shall comply with the dictates of 49 CFR Part 26.

In accordance with the public participation regulatory requirements cited in Title "49 CFR Part 26.45(g)(1)(i)(ii)", WMATA as a recipient of U.S. FTA assistance is required to submit its established triennial goal setting methodology to advocacy groups for comment. These groups include minorities, women, general contractors, local business associations and community organizations within the market area it serves. These efforts are undertaken to ensure that they have information concerning the availability of DBEs and provide them with an opportunity to review the triennial goal setting methodology and provide their input.

Upcoming Events

May 29, 2019 - "University of the District of Columbia (UDC) first CBE Outreach Event" Location: 4200 Connecticut Ave., NW, Washington, DC Time: 9:00 a.m.-Noon

June 13, 2019 - "Asian American Business Summit" Location: 8300 Boone Boulevard, Tyson Corner, Virginia Time: 10:00 a.m.-2:00 p.m.

June 13, 2019 - "Maryland Transit Authority Outreach Event" Location: Bowie State University, Bowie, Md. Time: 8:30 a.m.-2:00 p.m.

On July 12, 2019 – Save the Date "WMATA's Better Than Good Procurement Fair" Location: University of Maryland, College Park, Md. Time: 9:00 a.m.-3:00 p.m.

Come learn about WMATA's upcoming business opportunities and you will have a chance to speak with Metro's Procurement and Project Managers from IT, Bus, Rail, Construction, Planning, and Real Estate Departments.

<https://www.eventbrite.com/e/the-metro-back2good-procurement-fair-tickets-61597611113>

July 25, 2019 - "Metropolitan Washington Area Reverse Trade Show" Location: University of the District of Columbia Time: 10:00 a.m.-2:00 p.m.



Come learn how your business can do business with Metro.

Metro's Better Than Good Procurement Fair gives you the chance to speak to Metro's Procurement and Project Managers from the IT, Bus, Rail, Construction, Planning and Real Estate departments and hear about upcoming business opportunities. In addition, the Procurement Fair offers on-site vendor registration and the opportunity to begin the Disadvantaged Business Enterprise certification process.

Friday, July 12, 2019 | 8:30 a.m. - 3:00 p.m.

**College Park Marriott Hotel and Conference Center
3501 University Blvd East Hyattsville, Md 20783
Vessey Ballroom**

Register @ <https://www.eventbrite.com/e/the-metro-back2good-procurement-fair-tickets-61597611113>



Northern Virginia Chamber of Commerce Small Business Outreach at George Mason University.

A Small Business Success Story: Meet Mrs. Beverly Thomas

Beverly Thomas is the owner of Regional Contracting Services, LLC located at 719 Kennedy Street, NW in Washington, DC. We asked her a few questions about her business and working with Metro.

How did you get your start in construction?

I got started by working as an Administrative Assistant with a Construction Company. There was an opportunity to start the firm for the purpose of working on the New DC Convention Center. The project mandated that Local, Small, Disadvantaged Businesses (LSDBE) participate on the project. While working on the project during the day, I also attended construction related classes at night to better understand the industry and the compliance requirements.

Was the New DC Convention Center your first project?

No. Regional's first project was a small insulation contract for the American Red Cross for \$17,700.

From the American Red Cross project in the beginning to your current project with Kiewit, Regional has grown. From then until now, we know bonding is always a challenge for small businesses. How did you establish your bonding program?

In order to secure my first bond, I needed collateral and to establish a business line of credit. My primary residence was the collateral, and I had to give Industrial Bank \$10,000.00 to hold in a CD. The CD afforded me a "Letter of Credit". With the collateral and the "Letter of Credit", I was able to secure my first Payment and Performance bond.

When you started the company there was only you in the office. What does Regional's staff look like today?

Today, we have six full-time salaried office employees, a part-time warehouse manager/driver, foreman for each project, carpenters, apprentices and general laborers. It totals 56 full time employees and we still have room to grow.

How do you manage your contracts on a day-to-day basis?

We're a team. Each person has a specific job and they do it well. Our Superintendent, Gustavo Suarez, oversees all aspects of the field. Fred Parker, Operations Manager handles payables, receivables, human resources and all things operational. The Project Manager, Melanie Felix is extremely organized, very detailed oriented and does an amazing job managing the projects. And, Claudia Jordan our Contract Compliance and Office Manager is responsible for badging, screening, jurisdictional reports and labor reports. The Regional team is amazing, and I'm blessed to have a great support system.

How long have you been a contractor with WMATA?

We started working for WMATA in 2002. My first project was a "temporary build-out" for office space at the Largo Metro Station back in 2002. Clark Construction was the Prime Contractor, and the contract was \$25,000.00

What is the current WMATA Project you are working on and what is your role?

My current project with WMATA is the Platform Improvement Project in Virginia. And, we're working with Kiewit, the prime contractor. My tasks include, demolition of bathrooms, doors, drywall patch & repair, replacing bathrooms fixtures and partitions, and installation of the single/double bus shelters and benches; all trash receptacles and windscreens at each station. The contract value is a little over \$6,000,000, with 100 days to complete.

Have you experienced any problems with Kiewit, the Prime Contractor?

We're enjoying our relationship with Kiewit Infrastructure, LLC on this contract. They have been great! Our working relationship started about 10 years ago. We worked together on the WMATA Red Line Renovation Contract and we worked with their interior's division on several federal projects in the District of Columbia. Small contracts open the door for larger opportunities and building long-term relationships in the industry. But you have to perform and that's critical!

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Mrs. Beverly Thomas at her office. She is the owner of Regional Contracting Services, LLC.



Would you recommend minority Prime and Subcontractors to bid on WMATA contracts?

Yes, if their infrastructure is in place. Regional has a great team. The average employee has 8-10 years with the company, and our key staff members have more years of service. Even with our experience, the Kiewit work plans were complex and challenging. Firms need to have expertise in-house to understand the contract documents, badging, reporting requirements, and more. Most small businesses need to understand working during non-revenue generating hours means, working at night. Working on a WMATA project is different than any other construction project. But, it's possible to grow with the prime and with WMATA.

What's your advice for any person interested in getting in the Construction Industry and doing work with WMATA?

My advice would be to learn and understand the language in the contract. WMATA's contracts are unique. You need to know how to price your scope of work according to WMATA standards. For example, you have a renovation project at an existing station. The work is scheduled to start on a Monday night in October. Check the newspaper or ESPN. If there's a Monday Night Football game at FedEx Field, you can't work. The trains will run for an additional hour after the game concludes. So, it's critical that your estimator knows and understands the contract documents and pricing, because the project is based on working during non-revenue hours. If not, a small business could go bankrupt because of the overage in labor costs.

Have you performed work for WMATA as a Prime? If not, would you like to?

No, I have not performed work for WMATA as a Prime. As we continue to grow and build our company infrastructure, I would like to joint venture with a Prime on a large Contract. We want to expand our scopes of work with interior renovations and construction. Having a prime contractor as a mentor would increase our capacity. And, we want to have an opportunity to work directly with WMATA. One goal is to improve the way information is disseminated and help streamline the process. Often there is a disconnect between the subcontractor and the deliverable requested by the owner (WMATA).

What is the worst building experience that has happened to you?

Five years ago, we were working at a Waste Water Treatment Facility in Alexandria, Virginia and a submarine door fell and injured an employee. The door weighed 1500 pounds and fortunately, the door fell on a wood plank that prevented the door from directly landing on the employee's leg and saving the employee's leg.

What has been your best building experience?

My best building experience was installing the bathroom accessories at the Smithsonian African American Museum in Washington, DC. We were there from the beginning until the completion of the Project. My firm's name isn't on any plaque or wall, but, I'm proud of our accomplishment and being part of history.

What is your business ambitions?

My business ambition is to enter a mentor-protégé agreement with a general contractor and learn everything I can about interior renovations. Then, I could see Regional growing and working on an entire interior renovation. But that goal is still several years away.

Who are your best customers and why?

This isn't a fair question. It puts me in the hot seat. I'm going to give you a strategic and diplomatic answer that's specific to our WMATA growth and past performance. First, I need to recognize Hensel Phelps. They were instrumental in our mentor protégé agreement on the Pentagon Renovation Project. They helped our firm in the field and in our office and, worked with us to increase our bonding capacity. With our increased bonding capacity, we were able to work with Clark Construction and the Clark Civil team on larger projects including WMATA station renovations. The bonding, self-performing capabilities and building a quality team gave Regional an opportunity to work with other general contractors in various industry sectors. And, ultimately, we've grown to continue our relationship with the Kiewit team to work on the WMATA Platform 6 Rehabilitation Project.

Vendors at WMATA's DBE
Outreach and Networking Event
with Gannett Fleming.

