



SBPO Quarterly Newsletter

A Small Business Programs Office Publication

A Message from SBPO'S Director, Meshelle MV Howard

Happy Summer Small Business Community,

It is the beginning of Summer and this time of year is when most projects, contracts, and task orders tend to pick up during this time of year. WMATA's budget was approved for the FY2024 projects, so stay in the loop with WMATA by ensuring your contact information is updated/current and by checking the website for upcoming procurements. The Small Business Programs Office (SBPO) sends out information on outreaches, contracting opportunities, and the SBPO Newsletter consistently.

We are so excited about our new Socioeconomic Programs; we welcome all small businesses to visit our site and look at the information for the certification criteria. The Minority Business Enterprise (MBE), Small Business (SBP) and Micro-Business (MBP) programs were created to provide additional contracting opportunities for small, women, and minority-owned businesses. The contracts and purchases that will be subject to these programs are non-federal funded and not subject to federal requirements.

To better position your business for success, always remember "Certification is the Key to Participation." We look forward to your certification applications being submitted to WMATA's Small Business Programs Office.

We know that everyone's schedule is busy, and you may be unable to make all outreach and training events. You can find them on the SBPO website or by [clicking here](#).

Visit Socio-Economic Programs | WMATA to learn more about how to become certified with WMATA in one or more of the following socioeconomic programs:

- Disadvantage Business Enterprise (DBE)
- Small Business Enterprise (SBE)
- Minority Business Enterprise (MBE) – New
- Small Business Program (SBP) – New
- Micro-Business Program (MBP) – New

Cordially,

Meshelle M.V. Howard, MCA

"Success is liking yourself, liking what you do, and liking how you do it."

Maya Angelou

SBPO's First In-Person Event since 2019: Doing Business with WMATA in Collaboration with DSLBD

On June 28 at the WMATA headquarters in L'Enfant Plaza, the Small Business Programs Office (SBPO) and Department of Small and Local Business Development's (DSLBD) DC Apex Accelerator hosted an event called "Doing Business with WMATA in collaborating with DSLBD." Notable speakers include WMATA's GM Randy Clarke, DSLBD Chief of Staff Rosemary Suggs-Evans, WMATA Senior Vice President and Chief Procurement Officer T. Suzette Moore, and SBPO Director Meshelle MV Howard.

The event's goal was to educate DC Certified Business Enterprise (CBE) firms about conducting business with WMATA and DC Apex Accelerator, including obtaining certifications from WMATA, responding to solicitations, and navigating the WMATA

supplier portal. Additionally, DC Apex Accelerator spoke about their services such as training and education, certification assistance within DC, and pre-contract management. SBPO hosted the event to gain headway on their equity initiative to increase the number of small businesses getting certified with WMATA's socioeconomic programs, and therefore expanding WMATA's small business pool.

This event is a prime example of how SBPO continuously strives to meet their commitment to supporting small, women, and minority-owned businesses. By promoting WMATA's certification programs to the attendees, these businesses now have the resources to grow towards success. Stay tuned for more events hosted by the SBPO team!

Celebrating the Potomac Yard-VT Station Grand Opening

There is a new stop on Metro's Blue and Yellow lines. The Potomac Yard-VT Metrorail Station is now open. Metro greeted customers on May 19, 2023, welcoming them with commemorative pennants and memorabilia. Potomac Yard-VT, Metro's 98th station, connects the burgeoning Alexandria community to the region. The area is also home to the future Virginia Tech Innovation Campus, part of the fast-growing development surrounding the station.

Metro celebrated the start of service with Metro General Manager Randy Clarke, Metro Board Chair Paul C. Smedberg, Alexandria Mayor Justin Wilson, and other federal state and local officials during a grand opening event and ribbon cutting.

The first Yellow Line train made its inaugural stop at 5:08 a.m. bringing to reality a vision proposed more than 40 years ago. The infill station, located between the Braddock Road and Ronald Reagan Washington National Airport stations, was initiated by the City of Alexandria, and funded through tax revenue, developer contributions, federal and state grants, loans, and regional sources.

The grand opening, attended by 600 people, included remarks from Mayor Wilson, U.S. Senators Mark R. Warner (D-VA) and Tim Kaine (D-VA), U.S. Representative Don Beyer (D-VA 8th), Virginia

Department of Rail and Public Transportation Director Jennifer DeBruhl, Northern Virginia Transportation Authority Chair Phyllis Randall, and Virginia Tech President Timothy Sands. The Virginia Tech Hokie Bird mascot joined in the fun, greeting guests, and hopping on board with participants for a commemorative ride from the Potomac Yard-VT Station to King St-Old Town Station that closed out the celebration.

"The opening of the new Potomac Yard Station is an exciting Metro milestone that's been 40 years in the making, so congratulations to all who made this a reality," said Metro Board Chair Paul C. Smedberg. "The station, located in the fastest growing area of Alexandria, enhances connectivity to and from the city, which has seen substantial population growth and new development in the last few decades. As a proud Alexandrian, I know firsthand the Potomac Yard Station will provide numerous benefits for Alexandria and surrounding communities, including walkable access to regional transportation systems. The station is expected to generate billions of dollars in new private sector investment over the long term and eventually support more than 26,000 new jobs and 13,000 new residents."

For more information, [click here](#) or visit wmata.com/PotomacYard.



SBPO's Resource Corner

- Check out our FAQs [here](#).
- Survey: We Would Love Your Suggestions!

Do you have education topic suggestions for SBPO's next outreach? Do you have suggestions on how we can better assist you in the certification process? Is there something in the certification process that you need explained in more detail? Complete our survey [here](#).

You can also email use at sbpohotline@wmata.com with your questions or concerns.

- Visit our website [here](#) for more information on what the Small Business Programs Office has to offer!

Metro Lift Strives to Create Equitable Access to WMATA Services

For the first time, Metro began offering reduced fares to assist low-income customers. The new income-qualified reduced fare program, 'Metro Lift' launched Tuesday, June 20. Customers in DC, Maryland and Virginia who qualify for the US Department of Agriculture's Supplemental Nutritional Assistance Program (SNAP) are eligible to enroll.

Approved by Metro's Board of Directors in the fiscal year 2024 budget, the program advances transit equity and affordability, in a region considered one of the most expensive in the nation and where low-income households face the greatest economic disparities. Customers enrolled in Metro Lift will receive a 50 percent discount for any travel on Metrorail and Metrobus.

Online enrollment and appointment scheduling began on Tuesday, June 20, at wmata.com/MetroLift. In-person enrollment began at three sites – Metro Center Metro Station, Metro Headquarters, and New Carrollton Metro Office – starting on Monday, June 26.

It is free to enroll in Metro Lift. Customers who qualify for Metro Lift must show they currently receive SNAP benefits in DC, Maryland, or Virginia. An estimated 471,000 people receive SNAP benefits across the region, including customers already enrolled in other reduced-fare programs. Those customers will continue to receive the same discounted fares as they do today and need not enroll in the Metro Lift program.

"Our priority is making transportation accessible for all customers. The savings from this program will give our customers opportunities to access jobs with higher wages, travel to medical appointments, and access more of the region," said Metro General Manager and Chief Executive Officer Randy Clarke. "We understand that every dollar counts and that accessibility to reliable, affordable transportation is a difference maker, especially in this region. I appreciate the WMATA Board of Directors for their leadership in approving this program in the FY24 Budget, and I am proud of our team's dedication for making this new option available to our customers."

Welcome Special Secretary Martinez!

On June 22nd, 2023, Maryland Governor Wes Moore announced that Yolanda "Maria" Martinez would become the Special Secretary of the Governor's Office of Small, Minority, and Women Business Affairs. She was appointed into office on July 5th.

Special Secretary Martinez is a first-generation American and proud Marylander who is a highly regarded leader, entrepreneur, and philanthropist in her community. Her qualifications include being a minority woman business owner for almost two decades, and the Chief Strategy Officer at Project Enhancement Corporation, a national environmental, health, safety, and security firm aiding the federal government. She is also the current board chair of the Ellicott City Partnership, and the former chair of the Maryland Hispanic Chamber of Commerce, the Governor's Commission on Hispanic Affairs, and many more.

"I am honored to have been chosen by Governor Moore to help in this incredibly important mission," said Martinez. "As an entrepreneur and minority small businesswoman, I have a perspective shared by thousands in our state who have found it challenging to enter and thrive in Maryland's business environment. Among these challenges are complex policies and contractual structures and procurement practices and lack of clear and transparent lines of communication between small businesses and our state. I believe that if we address the requirements, the enforcement, and the communication of this cyclical business structure, we can create a continually improving business environment within the State of Maryland."

Congratulations Special Secretary Martinez, and we are excited to see her leadership in action at the Maryland Governor's Office of Small, Minority, and Women Business Affairs!

WACIF Ascend Next Program Registration is Now Open

Applications are now being accepted for DC Small Business Development Center's "Washington Area Community Investment Fund" (WACIF) Ascend Next program 2023 cohort. The Ascend Next program will be dedicated to serving entrepreneurs of color through a holistic, multi-week program. DCSBDC's hands-on approach includes interactive workshops, one-on-one consultations with world-class experts, and individualized support. The program aims to support the growth and long-term success of entrepreneurs of color in the Greater Washington, D.C. region and surrounding counties in Maryland and Virginia. The focus areas of Ascend Next include accessing affordable loan capital, marketing and customer relationship building, strengthening your resilient mindset, financial and management training, risk mitigation, and improving business performance. SBPO office would encourage taking advantage of this opportunity as this is a great way to gain a support system to grow your small business! [Click here](#) for more information and to apply. Make sure to apply before July 21st!

Maryland's Initiative to Meet MBE and VSBE Goals

On April 24th, 2023, the Maryland state legislature passed MD Senate Bill 510. This bill requires the Governor's Office of Small, Minority, and Women Business Affairs to make a scorecard to evaluate the state government's units on their performance towards meeting certain goals under the Minority Business Enterprise (MBE) and Veteran-Owned Small Business Enterprise (VSBE). The scorecards are like report cards in school, as the "grades" from the scorecard will be published each year on the office's website.

Maryland's MBE program ensures that socially and economically disadvantaged small businesses are included in the state's procurement and contracting opportunities. Similarly, the VSBE provides contracting opportunities to veteran-owned small businesses for Maryland's procurements. With the new Maryland Senate Bill, the Governor's Office can quantify their results when achieving their participation goals under the MBE and VSBE program.

Join SBPO at Metro's Procurement Fair!

Metro is open for business and looking to expand its regional opportunities and partnerships. With more than 18,000 purchase orders awarded annually, qualified vendors support a wide range of departments, including information technology, construction, facility maintenance, real estate, and inventory for day-to-day operations. Companies interested in doing business with Metro are invited to register now to attend Metro's Procurement Fair, Tuesday, August 15. Participants must register by Tuesday, July 25 at 5 p.m. Space is limited to 400 attendees.

The event will give business leaders an opportunity to meet with Metro's procurement team, network with other vendors and government contractors, and attend workshops geared toward business growth and expansion. During the one-day fair, Metro expects to have up to 40 vendor booths from both the private sector and government contracting. Workshops will include break-out sessions on how to get your foot in the door, building your business, bonding, and opportunities across Metro's different program areas. Metro's popular speed networking session will return to help match prime contractors with small businesses through 15-minute match-making meetings.

"Each year we award an average of \$2.2 billion in contract awards. We have large prime contractors and sub-contractors for major construction projects, service contracts, and opportunities for small, minority and disadvantaged businesses," said Senior Vice President and Chief Procurement Officer T. Suzette Moore. "We welcome companies large and small around the region to see what Metro has to offer."

Small, minority and disadvantaged business enterprises (DBE) are encouraged to attend. Metro recently implemented a new Women and Minority Business Program (WMBE) and maintains a robust DBE program. Last year Metro's annual DBE spending overwhelmingly exceeded the target goal of 25 percent with over 33 percent of contract dollars going to DBEs.

SBPO strongly encourages you to register for this amazing event!

METRO'S FY2024-2029 SIX-YEAR CIP IS \$12.4 BILLION.



Join us at Metro's Procurement Fair

Learn about Metro's exciting upcoming procurement opportunities, workshops, hot topics, and matchmaking, while networking with your peers.

- Growing Your Business with Metro
- One-on-One Matchmaking Sessions
- Procurement Opportunities with New Socioeconomic Programs
- Vendor Workshops

Tuesday, August 15, 2023 8:30 a.m. – 3:00 p.m.

The Hotel at The University of Maryland
Calvert Ballroom
7777 Baltimore Avenue
College Park, MD 20740

Space is limited. Register by 5:00 p.m. on Tuesday, July 25.





Meet Metro's General Manager/Chief Executive Officer Randy Clarke and hear about the vital role D/MBEs play in making the Metro vision a reality.



UPCOMING OUTREACHES FROM SBPO PARTNERS

MEET TOP COMPANIES INTERESTED IN DOING BUSINESS WITH YOU!

MINORITY OUTREACH FAIR

THURSDAY, JULY 20, 2023
8:00AM – NOON | LIVE! CASINO & HOTEL • EVENT CENTER

Small, Minority & Women Owned Firms:

- Construction
- Professional Services
- Services
- Construction Services

OVER 80 EXHIBITORS TO MEET & GREET



There is no cost to attend or participate in this event.
FREE parking is available.

Select here to Register or Contact JMWCA AT
EVENTS@JMWCA.ORG

Live! CASINO • HOTEL
MARYLAND

At Attendee Will, Must be 21. Please play responsibly. For help visit www.marylandgaming.com or call 1-800-GAMBLER. ©2021

MWMCA's Minority Outreach Fair is intended to assist small businesses in identifying, work and/or contractual opportunities with top prime companies and government agencies, locating small business resources, and networking with other small businesses. The event will take place at Live! Casino & Hotel on July 20, 2023, from 8 AM to 12 PM. Click [here](#) to register.

National Federal Small Business Contracting Summit | DC Hybrid

July 19, 2023

**Inform, Connect, Advocate,
Position, Empower, Propel**



Presented by:  U.S. Women's Chamber of Commerce  American Small Business Chamber of Commerce

US FEDERAL GOVERNMENT CONTRACTORS NETWORKING EVENT



SUMMER SOIREE

Monday, July 17 5.30pm - 7.30pm

The John F Kennedy Center - KC Café - Terrace Level



Click [here](#) to register for the Jennifer Schaus & Associates Summer Soiree.

Join us for our National Small Business Federal Contracting Summit DC Summer-Hybrid 2023 jointly hosted by the U.S. Women's Chamber of Commerce and The American Small Business Chamber of Commerce. This event's agenda includes timely education and information on current trends, opportunities, and threats to small business contractors, technical training, regulatory updates, and access to federal agencies and prime contractors and the opportunity to meet one-on-one with Agency and Prime Acquisition Representatives. More info [here](#).

TRANSIT NEWS: Important Updates for Small Businesses

Take Metro's Red Line? You will now see more frequent trains

The Metro's Red line trains will be run more frequently with only a six-minute wait time until 9:30 on weekdays. Due to Metro's increasing ridership towards the highest ridership levels since COVID, these new wait times are a step towards preventing rush hour crowding in stations, platforms, and trains. There will also be changes for the Blue, Silver, and Orange lines. Starting June 26, Blue and Silver line trains will run every 12 minutes until 9:30 pm and 15 minutes after 9:30 pm on weekdays and weekends. The Orange line will run every 10 minutes until 9:30 pm and every 15 minutes after 9:30 pm. For more info, click [here](#).

Biden-Harris Administration Announces Funding for 63 Projects in 32 States that Will Help Reduce Train Vehicle Collisions and Blocked Rail Crossings in the U.S.

USDOT's Federal Railroad Administration announced it was awarding more than \$570 million in the Railroad Crossing Elimination (RCE) Grant Program. This will fund to projects in 32 states, including Virginia and Maryland. The RCE Grant Program is a part of the Bipartisan Infrastructure Law and Biden's Investing in America agenda. There were more than 2000 highway-rail crossing collisions and more than 30,000 blocked crossings complaints; the RCE program will specifically target blocked crossings and collisions due to rail crossings. Through this initiative, the Biden-Harris Administration can improve safety by upgrading more than 400 at-grade crossings and facilitating easier travel around railroad tracks. The FRA also awarded \$15.7 million for planning activities and \$33.1 million for project development and design activities. Additionally, \$127.5 million was given to projects in rural areas or Tribal lands. More info [here](#).

Maryland Governor Moore Announces Baltimore Red Line Relaunch

On June 15, 2023, Maryland Governor Wes Moore announced the relaunch of Baltimore's Red Line, boosting east-west connectivity across the Baltimore region. Gov. Moore was joined by community, local, state, and federal leaders at the West Baltimore MARC station to introduce the relaunch. The Baltimore Red Line proposal began 20 years ago, but it was canceled in the middle. The relaunch of the proposal will focus on improving transportation efficiency and access to workplaces and community hubs, providing easier connections between transportation methods, and supporting economic and community development. Additionally, the Maryland Transit Administration plans to upgrade the east-west bus service, bus shelters, information signs, bus lanes, pedestrian safety, and accessibility for those with disabilities. More info [here](#).

NEW CERTIFICATIONS AND RENEWALS

Home State

- No Home State companies certified this quarter

Interstate

- DETAILXPERTS FRANCHISE SYSTEMS, LLC
- Bansal Consultancy, L.L.C.
- Technology and Construction Management
- Modular Fabrication and Piping, LLC
- Markur, LLC
- N & N Consulting & Pest Control
- Bethel Electrical Const Co of MD, LLC
- Panoptic Sourcing & Supply, LLC
- EZRA Technologies, Inc.
- Executive Cleaning Services Inc.
- Angie Ashley Consulting, LLC
- JagKumar LLC
- T1 Construction, LLC
- RAM Professional Services, LLC
- Kapital Data Corp



3-Year Audit

- | | | |
|--|--|---|
| <ul style="list-style-type: none">• Absolute Staffing & Consulting Solutions• American Custom Manufacturing, Inc.• Atlantic Underground Construction• Birdi & Associates, Inc.• Cheshil Consultants, Inc. (CCI)• Concrete Mixes, Inc.• Cube Root Corporation | <ul style="list-style-type: none">• DECO International Security Corporation• Dulles Group for Management and Technica• EVNoire• Foursquare ITP Inc• Grans Leading Technology, LLC• Hardscapes Construction, Inc.• Hattin Construction Management, Inc. | <ul style="list-style-type: none">• James Electrical Control Inc• M. Davis and Company, Inc.• MCSS, Inc.• Morcom International, Inc.• OLAN Associates LLC• Precision Management Solutions• Venus Power Com Supply |
|--|--|---|