



# SBPO Quarterly Newsletter

A Small Business Programs Office Publication

## A Message from SBPO'S Director, Meshelle MV Howard

Greetings Small Business Community and Happy Spring!

As we invite Spring and look forward to Summer, this is the time to "spring into action". There are many contracting opportunities of various sizes to get your foot in the door as Prime Contractors. Do your homework and check out agency websites for listings as well as opportunities that may fall under credit card purchase thresholds. We look forward to doing business with you at any level of opportunity, remember we are "Your Metro, The Way Forward".

We welcome all small businesses to visit our site and look at the information for 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 for these programs are non-federally funded.

We know that everyone's schedule is busy, and you may be unable to attend all of our outreaches and training events, but 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:

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

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

Cordially,

## Words of Wisdom

*"The future belongs to those who believe in the beauty of their dreams."*

*Eleanor Roosevelt*

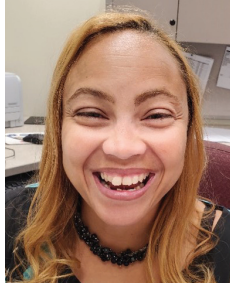
In this quote, Eleanor Roosevelt encapsulates the essence of optimism and belief in one's aspirations. She emphasizes that those who have faith in the power and potential of their dreams are the ones who will shape the future. It speaks to the importance of maintaining a sense of hope, determination, and vision, even in the face of adversity, as these qualities are what propel individuals towards their goals and ultimately lead to the realization of their dreams.

# Meet Our Team!

In this edition of our newsletter, we're thrilled to introduce you to the passionate individuals who make up WMATA's Small Business Programs Office. Join us in celebrating the diverse talents and unwavering commitment of our team members!



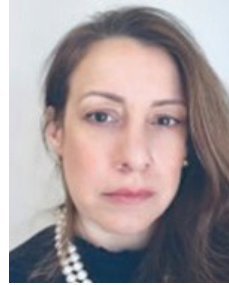
Meshelle MV Howard, MCA  
Director SBPO



Marlo Johnson  
Manager of Certification and  
Outreach/Marketing



Bryan Gleason  
Manager of Contract Compliance/  
Prompt Payment



Lilliette Rivera  
Small Business Analyst –  
Certification



Michael Bing  
Small Business Analyst –  
Certification



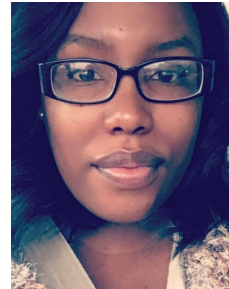
Heather Crook  
Small Business Analyst –  
Certification



Hannah Follweiler  
Small Business Analyst –  
Certification



Farah Femas  
Small Business Analyst –  
Certification



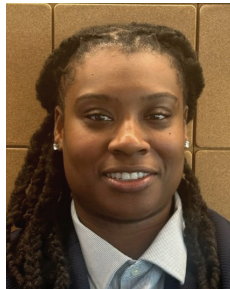
Shanae Edmonds  
Outreach Marketing Analyst –  
Outreach



Carl Farmer  
Senior Small Business Auditor –  
Contract Compliance



Brian Harris  
Senior Small Business Auditor –  
Contract Compliance



Rashida Reid  
Senior Small Business Auditor –  
Contract Compliance



Mohammed "Hadi" Abiola  
Small Business Auditor – Contract  
Compliance



Joseph Badu  
Senior Small Business Auditor –  
Contract Compliance



Lisa Grant  
Senior Small Business Auditor –  
Contract Compliance

---

## Transportation News & Small Business Updates

### [Economic Injury Disaster Loans](#)

[Biden-Harris Administration Sends Another \\$9.9 Billion from the Bipartisan Infrastructure Law to Transit Agencies Across the Country](#)

[Biden-Harris Administration Awards \\$23.6 Million to Help 112 Communities Deliver Transformative Infrastructure Improvements](#)

[USDOT Significantly Modernizes the Disadvantaged Business Enterprise Program and Airport Concession Disadvantaged Business Enterprise Program Regulations](#)

[MDOT Announces \\$55 Million in Federal Funding to Reduce Transportation Emissions](#)

[SBA Launches Digital Hub to Connect Small Businesses with Major Funding in President Biden's Investing in America Agenda](#)



# Catch Up on What You Missed

Check out the recordings of our past webinars conveniently via Metro's YouTube channel.

## **Unleashing the Power of Corporate Credit**

Learn about building true business credit! Become more educated on the fundamentals of business credit, learn how best to grow and develop your business credit profile and score, and how business credit can be leveraged to your advantage.

## **Demystifying Taxes for Small Business & Freelancers**

Learn practical strategies to navigate tax complexities tailored for small businesses, offering valuable insights to enhance financial success.

## **From RFP to NTP:**

### **Proven Strategies for a Successful Procurement**

Learn from Hensel Phelps to navigate the procurement process effectively, ensuring your small business excels at every stage from Request for Proposals (RFP) to Notice to Proceed (NTP).

## **The Price is Right:**

### **Things to Consider When Pricing Your Projects**

Learn how to set prices for small businesses with topics such as contract requirements, unallowable components of pricing, competition, and more.

## **Controlling the Information Narrative About Your Business**

Learn what small business information is, why it matters for your business, and how you can use it to your advantage. This webinar will discuss how data companies are collecting information about your business, why it is frequently wrong or out of date, and how it affects your access to things like small business loans, credit cards, and insurance.

## **Filing Season 2024 Information, Resources and More!**

Gain insights on tax credits, deductions, and resources, including the Interactive Tax Assistant, helping you navigate eligibility for credits like Earned Income Tax Credits and Child Tax Credits, as well as business-related topics such as choosing a tax preparer, employee retention credit, online account management, and data security.

---

## Explore SBPO's Resource Corner

### Frequently Asked Questions

Do you have questions about SBPO's services, eligibility, or certification requirements? Visit our [FAQs section](#) to find answers to common queries. We're here to make the process as transparent and accessible as possible.

### Share Your Input

We value your feedback and want to tailor our services to your needs. Take a moment to participate in our survey and help us improve our outreach efforts.

Do you have suggestions for education topics you'd like to see in SBPO's future outreach? How can we enhance our support during the certification process? Is there a specific aspect of certification that you'd like explained in greater detail? We're here to provide the information you need. [Complete the survey here.](#)

### Contact Us

If you have any questions or concerns, don't hesitate to reach out. You can email us at [sbpohotline@wmata.com](mailto:sbpohotline@wmata.com). Our dedicated team is ready to assist you with any inquiries you may have.

### Visit Our Website

For a comprehensive overview of what the Small Business Programs Office has to offer, visit our [website](#). Explore the full range of resources, support, and opportunities available to small businesses looking to partner with us.

At SBPO, your input and success are our priorities. We're here to support you every step of the way, so please take advantage of our resources and stay connected with us. Together, we can achieve your business goals and contribute to our shared success. Visit our website here for more information about our offerings.



*Lilliette Rivera and Farah Femas at Gannett Fleming's DBE Outreach Event*



*Marlo Johnson and Meshelle Howard at Women of Prince George's Annual Jump Start Your Business Seminar*

# Celebrating Earth Day: Sustainable Practices for Small Businesses

As Earth Day approaches, it's a timely reminder for businesses, big and small, to reflect on their environmental impact. While large corporations often take the spotlight for their sustainability efforts, small businesses play a crucial role in creating a greener future too. This Earth Day, let's explore how small businesses can adopt sustainable practices to not only benefit the planet but also enhance their brand image and bottom line.

## Embrace Energy Efficiency

One of the most effective ways for small businesses to reduce their carbon footprint is by embracing energy efficiency. Simple steps such as switching to LED lighting, installing programmable thermostats, and using energy-efficient appliances can significantly lower energy consumption and operational costs. Additionally, consider investing in renewable energy sources like solar panels, which can provide long-term sustainability benefits while reducing reliance on fossil fuels.

## Reduce, Reuse, Recycle

Implementing a comprehensive waste management plan is essential for any environmentally conscious business. Encourage employees to minimize paper usage by digitizing documents and adopting electronic communication tools. Set up recycling bins throughout the workplace for paper, plastic, glass, and other recyclable materials. Partner with local recycling facilities or organizations to ensure proper disposal of waste and explore opportunities for composting organic waste, further reducing landfill contributions.

## Sustainable Procurement Practices

Small businesses can make a significant impact by prioritizing sustainable procurement practices. When sourcing products and materials, opt for suppliers who prioritize environmentally friendly production methods, use recycled materials, or offer eco-friendly alternatives. Consider the lifecycle of products and packaging, aiming for minimal environmental impact from production to disposal. By supporting sustainable suppliers, small businesses can drive demand for greener alternatives and contribute to a more sustainable supply chain.

## Encourage Eco-Friendly Transportation

Transportation is a significant contributor to greenhouse gas emissions, making it an important focus area for small businesses looking to reduce their environmental impact. Encourage employees to carpool, bike, walk, or use public transportation when commuting to work. Offer incentives such as flexible work hours or telecommuting options to reduce the need for daily travel. For business-related transportation, consider investing in fuel-efficient vehicles or explore opportunities for carbon offsetting initiatives to mitigate emissions.

## Educate and Engage Employees

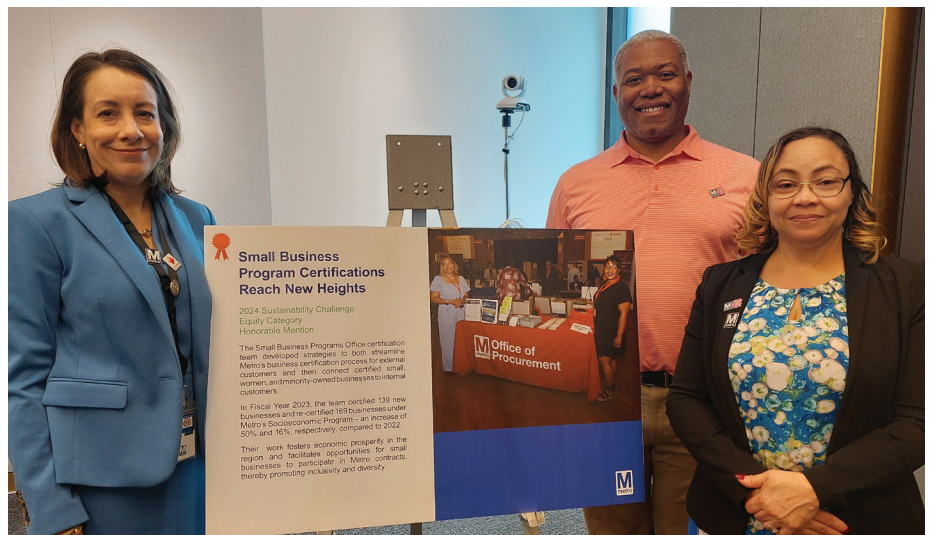
Creating a culture of sustainability starts with education and engagement among employees. Organize workshops or training sessions to raise awareness about environmental issues and the importance of sustainable practices in the workplace. Encourage employee feedback and involvement in implementing green initiatives, fostering a sense of ownership and commitment to sustainability goals. Recognize and reward employees who contribute innovative ideas or demonstrate exemplary sustainability efforts, further motivating others to participate.

Earth Day serves as a reminder that every action, no matter how small, can make a difference in protecting our planet. For small businesses, embracing sustainable practices isn't just about reducing environmental impact—it's also about building a stronger, more resilient business for the future. By implementing energy-efficient measures, adopting waste reduction strategies, prioritizing sustainable procurement, promoting eco-friendly transportation, and engaging employees in sustainability efforts, small businesses can play a significant role in creating a greener, more sustainable world.

As we celebrate Earth Day this year and beyond, let's commit to making sustainable choices that benefit both our businesses and the planet we call home.

## SBPO's Certification/ Outreach Team Receives an Honorable Mention for the 2024 Sustainability Challenge

We're thrilled to announce that WMATA's Small Business Programs Office Certification Team has been recognized with an honorable mention in the 2024 Sustainability Challenge in the Equity Category! Their efforts to streamline Metro's business certification process and facilitate connections between minority and women-owned small businesses and internal customers are commendable steps towards promoting inclusivity and diversity. A huge congratulations to the team for this well-deserved recognition!



Lilliette Rivera, Michael Bing and Marlo Johnson at the awards ceremony

# New Certifications and Renewals

Highlighting recently certified and renewed businesses partnering with WMATA. Explore this section to meet our latest additions dedicated to delivering exceptional products and services while supporting our local business community!

### Interstate:

- FMD Supplies and Equipment
- Serrmi Products, LLC
- Manning, A Professional Corporation
- Real EC
- System Engineering Gurus, LLC
- ZEST LLC
- The Colibri Collective
- Lombard Exteriors LLC
- Mountain Electric Supply Inc.
- Colossus Construction
- D N D Electric, Inc.
- Edge Technologies, LLC
- Geop Solutions, LLC

### Three Year Review:

- Service Properties, LLC dba Macs Tire Se
  - Capital Consulting LLC
  - Itenology Corporation
  - Sortac Systems LLC
  - CSI Engineering P C
  - Enovate Engineering, LLC
  - Tri-State Waterstoppers LLC
  - MRS Airfield Lights & Supplies LLC
  - ZPROCIS SOLUTIONS INC.
  - J L Terrell Construction LLC
  - Aquas Incorporated
  - Essential Corrosion Protection
  - Annuk Incorporated
  - Leuterio Thomas, LLC.
  - CoolMinus Creations LLC
  - Quality Compliance & Management, Inc.
  - Lumenor Consulting Group
  - MAC Electric, LLC
  - Clarence Butts Photography
  - Marco Enterprises, Inc.
  - Raul Bravo & Associates, Inc.
- Envision Consultants Ltd
  - INTEC Companies, Inc. (The)
  - RBA Engineering International, PLLC
  - AC & DC Power Technologies LLC
  - Armand Resource Group, Inc.
  - Mercado Consultants, Inc.
  - Utility Advantage, LLC
  - Fitzgerald And Halliday Inc.
  - Jill Sorenson Enterprises, LLC
  - Tejy, Inc
  - Martucks Consulting LLC
  - NBB Media Solutions LLC
  - Via Collective Incorporated
  - ReStl Designers, Inc.
  - Integrated Strategic Resources, LLC
  - Prime Partners Engineering
  - Toscano Clements Taylor, LLC
  - TCT Cost Consultants
  - RL Controls, LLC.
  - Garcete Construction Company

## Mark Your Calendar: Upcoming Outreach Opportunities

We invite you to be part of these upcoming outreach events. These gatherings are not just about information; they're about inspiration, collaboration, and empowerment. Come meet like-minded individuals, gain knowledge, and find the support you need to take your business to the next level. Your presence can make a difference!

- April 24, 2024 – Small Business Conference | [Register Here](#)
  - April 25 – 26, 2024 – American Small Business Contracting Summit | [Register Here](#)
  - April 30, 2024 – Metro’s Meet the Primes | [Register Here](#)
  - April 30, 2024 – DC Chamber of Commerce Power Up for Success | [Register Here](#)
  - May 4, 2024 – 11th Annual Safety Awards Banquet | [Register Here](#)
  - May 9, 2024 – Prosperity Pathways: Elevate Your Finances with Smart Savings, Wealth Building and Debt Management | [Register Here](#)
  - May 10, 2024 – MWMCA 21st Annual 2024 Spring Breakfast / Business Showcase Expo | [Register Here](#)
  - May 15, 2024 – 2nd Annual Women in Transportation Summit | [Register Here](#)
  - May 29, 2024 - Shielding Your Success: A Holistic Approach to Financial Fitness, Health, and Protection | [Register Here](#)
  - June 2, 2024 – The Crusher Run | [Register Here](#)
  - June 12, 2024 – Government Procurement Conference | [Register Here](#)
  - June 13, 2024 – 2024 City of Baltimore Procurement Conference | [Register Here](#)
- Check out the full listing of SBPO’s events [here](#).