



# SBPO Quarterly Newsletter

A Small Business Programs Office Publication

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

Greetings Small Business Community,

Summer is here!

As you celebrate Summer and plan your vacations, all small business programs departments/offices are working to ensure we are in compliance with the new DBE Final Rule policies and regulations. We are attending training opportunities to have a better understanding of what we need to do to continue to give the best customer service and plan educational opportunities for you to attend. We are working internally with our agencies information technology departments/offices on updating the required fields of information that will be needed for reporting and processing data for timely submissions. As we all go through these transitions, I ask that you please bear with us and have patience.

Remember, there are many contracting opportunities of various sizes to get your foot in the door as Prime Contractors as well as subcontracting. Check out our agency websites for listings of opportunities. For those businesses that are certified with us, we send you advance notices of opportunities, so make sure your contact information is up to date. We look forward to doing business with you at any level, 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 WMATA's YouTube Channel [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,

# Important Update Regarding Metro's DBE Program

The Department of Transportation has undergone regulatory changes that effect processes and procedures in 49 CFR Part 26 et al. effective May 9, 2024. This email will outline how that will impact you as the owner of a Disadvantaged Business Enterprise.

- The new Personal Net Worth ceiling is \$2.047 million.
- The new Statutory cap of a DBE is \$30.72 million average annual gross receipts over a firm's previous three (3) fiscal years
- Annual Recertifications are now referred to as an Annual Declaration of Eligibility (DOE)

An Annual Declaration of Eligibility (DOE) § 26.83j requires; for a DBE to remain in compliance, every year on the anniversary of its original certification, a new DOE, and document gross receipts for its most recently completed fiscal year must be submitted to WMATA.

Documented or proof of gross receipts can be the most recent business tax returns, audited financial statements with CPA's signed attestation of correctness and completeness, or all income-related portions of one (or more when there are affiliates) signed and filed Federal income tax returns.

Noncompliance, whether full or partial, is a § 26.109(c) failure to cooperate and can result in denial of certification or removal of eligibility.

We at Metro's Small Business Programs Office are here to support your businesses growth and success. Should you have any questions or concerns, please feel free to contact us at [SBPOHotline@wmata.com](mailto:SBPOHotline@wmata.com)

Click [here](#) for the Declaration of Eligibility (DOE).

## In Case You Missed It...

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

### 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. [See video here](#)

### 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. [See video here](#)

### Prosperity Pathways:

#### Elevate Your Finances with Smart Savings, Wealth Building, and Debt Management

Explore strategies for ensuring the health and resilience of their financial accounts, alongside protecting against potential risks and uncertainties. Topics covered include proactive financial planning, effective risk management, and implementing protective measures for financial security. [See video here](#)

#### Shielding Your Success: A Holistic Approach to Financial Fitness, Health, and Protection

Learn about financial well-being and success, covering proactive planning, risk management, and protective measures for financial security. Learn to fortify your financial well-being and safeguard your success. [See video here](#)

## Words of Wisdom

*"The only place where success comes before work is in the dictionary."*

Vidal Sassoon

This quote encapsulates the fundamental truth that achieving success requires diligent effort and hard work. It serves as a reminder that success is not handed out freely but is earned through dedication, perseverance, and a relentless commitment to one's goals. In essence, this quote emphasizes the importance of rolling up one's sleeves, putting in the necessary work, and staying focused on the journey toward success, rather than expecting it to come effortlessly.

# Building Strong Partnerships: Cultivating Successful Relationships with Prime Contractors

In the realm of subcontracting, establishing, and maintaining strong partnerships with prime contractors is not just advantageous—it's essential for long-term success. These relationships are built on a foundation of collaboration, trust, and effective communication, and they can significantly impact project outcomes and future opportunities. In this article, we'll explore the importance of fostering positive relationships with prime contractors and provide insights into how subcontractors can cultivate these partnerships effectively.

## Strategies for Cultivating Successful Relationships:

### Deliver Quality Work

Consistently delivering high-quality work is essential for earning the trust and respect of prime contractors. Strive to exceed expectations and demonstrate your commitment to excellence in every project you undertake.

### Be Reliable and Dependable

Reliability is crucial in subcontractor-prime contractor relationships. Make it a priority to meet deadlines, adhere to project specifications, and communicate any potential issues or delays proactively.

### Establish a Positive Reputation

Building a positive reputation within your industry can significantly impact your ability to secure future opportunities with prime contractors. Focus on providing exceptional service, fostering positive relationships with clients and colleagues, and consistently delivering value.

### Seek Feedback and Improve Continuously

Actively seek feedback from prime contractors on your performance and use it as an opportunity for growth and improvement. Incorporate constructive feedback into your processes and strive to continuously enhance your capabilities and skills.

### Network and Build Relationships

Invest time in networking and building relationships within your industry. Attend industry events, participate in professional organizations, and seek opportunities to connect with prime contractors and other key stakeholders.

Cultivating successful relationships with prime contractors is essential for subcontractors looking to thrive in the competitive world of construction and other industries. By prioritizing collaboration, trust, and effective communication, subcontractors can enhance project outcomes, secure future opportunities, and build lasting partnerships that contribute to their long-term success. Investing in these relationships is not only beneficial for individual projects but also lays the foundation for continued growth and prosperity in the subcontracting business.



## 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.



# New Certifications and Renewals

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

## Home State:

Gratitude Systems  
DMV Lanes LLC  
MLSC LLC  
ACA LLC  
Digital Consulting Services Inc.  
DECON Engineering, Inc.

## Interstate:

Iwynn Productions LLC  
RJM Engineering, Inc  
ThirdPacket Technologies, LLC  
KBH Solutions, LLC  
Iron Solutions LLC  
AC METALS  
C4CABLE LLC  
TECBOMO LIMITED LIABILITY COMPANY  
DECON Engineering, Inc.  
Luster National, Inc.  
Perses Consulting, LLC  
QUANTUM INTRINSIX  
r6catalyst LLC  
Constant and Associates, Inc.  
Eminence Maintenance & Building Services  
EBA Engineering Inc  
RSR IT SOLUTIONS LLC  
Interdynamics, Inc.  
NETWAR DEFENSE CORPORATION  
Savage Technical Services  
Hardee Brothers LLC  
Pacific Railway Enterprises, Inc.  
Anodyne Technologies Inc  
Platinum Mechanical LLC  
Clear Communications, Inc.  
ELL Management  
Blue Sky Planning Partners LLC  
ROJANI Facilities Management, LLC  
Avalon Consulting Services, LLC

## Annual Reviews:

Dulles Geotechnical and Material Testing  
Sowinski Sullivan Architects, PC  
L B Construction Enterprises, Inc.  
SXM Strategies LLC  
CST Engineering Inc  
RWH ASSOCIATES LLC  
TMS Supplies, Inc  
Business Transformation Group

SL King Technologies Inc  
Regional Contracting Services, LLC  
THG Companies LLC  
Advanced Infrastructure Design  
NEW FORM BUILDING SYSTEMS, INC  
Admiral Elevator Co., Inc.  
JLN Construction Services, LLC  
Kim Engineering Inc  
MIN Engineering, Inc.  
Plexus Installations, Inc.  
Athavale Lystad & Associates Inc  
Idle Time Advertising LLC  
A & A Premium Paint Distributor LLC  
AmeTrade Inc  
TAG Construction LLC  
Unicorn Consulting Solutions, LLC  
NeoNiche Strategies LLC  
DDE Inc. dba Generation Cable Corp.  
Nebula Engineering P.C.  
ELECSYS Engineering Group, PLLC  
Floura Teeter Landscape Architects, Inc.  
DLR Distributors, Inc.  
Network Technology Vision  
Birdi & Associates, Inc.  
Share Tech Solutions, LLC  
Unified Industries, Inc  
Brewington Management Company, LLC.  
Vaughn Management LLC  
Symbology DC, LLC  
Garg Consulting Services, Inc.  
US Supply House, LLC  
NETWAR DEFENSE CORPORATION  
Meliora Environmental Design, LLC  
Alpine Snow Removal and Landscape, LLC  
Next Generation Inc  
Core Secure LLC  
Adept Professional Staffing, Inc.  
Remline Corp  
RCS Plumbing LLC  
Susan Fitzgerald & Associates, Inc.  
EVNoire  
V-1 Consulting, LLC  
95 Traffic Safety Supply  
Geo Trans, LLC  
Everlights, Inc.  
Dark Light Consulting LLC  
Bae Urban Economics Inc  
Premier Group Services, Inc.  
Professional Management Consulting

Infrazign LLC  
I&B Associates, Inc.  
Krasan Consulting Services Inc  
SCB Management Solutions Inc  
Foursquare Integrated Transportation  
Phoenix Lifestyle Marketing Group LLC  
Shrewsbury & Associates LLC  
Cheshil Consultants, Inc. (CCI)  
Ingenuity Consulting, Inc.  
KLI Incorporated  
Oboe Galaxy Management, LLC  
Intueor Consulting, Inc.  
K&J Safety & Security Consulting  
Northern Real Estate Urban Ventures, LLC  
Royal construction Materials LLC

## Three Year Review:

John John INC T/A ANT Towing  
CV, Inc  
RJM Engineering, Inc  
Cap8 Construction LLC  
Service All, Inc.  
Cross-Spectrum Acoustics Inc.  
JM Utility Group, Inc.  
Potowmac Engineers, Inc.  
KGP Design Studio LLC



# 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!

July 11, 2024 – Meet the Primes Networking Event – MWAA | [Register Here](#)

July 18, 2024 – Minority Outreach Fair – MWMCA | [Register Here](#)

July 31, 2024 – WIPP Matchmaker Madness | [Register Here](#)

August 6, 2024 – Get Certified with Metro Workshop | [Register Here](#)

August 7, 2024 – Business and Economics Summit – PGCOC | [Register Here](#)

August 2-4, 2024 – 5th Annual Virginia Black Business Expo & Conference – VABCC | [Register Here](#)

September 10, 2024 – Asset Avenues: Navigating Wealth Growth through Strategic Accumulation | [Register Here](#)

September 18, 2024 – Metro's Meet the Primes | [Register Here](#)

September 24, 2024 - Future Fulfillment Fundamentals: A Roadmap for Achieving Long-term Financial Goals | [Register Here](#)

Check out the full listing of SBPO's events [here](#).

## Transportation News & Small Business Updates

[\*\*ICYMI: Local, State, and Federal Leaders Celebrate Biden-Harris Administration's \\$1.8 Billion Investment in American Infrastructure Projects, Funded by USDOT RAISE Grants\*\*](#)

[\*\*Small Business Administration Offers \\$30 Million in Grant Funding to Women's Business Centers\*\*](#)

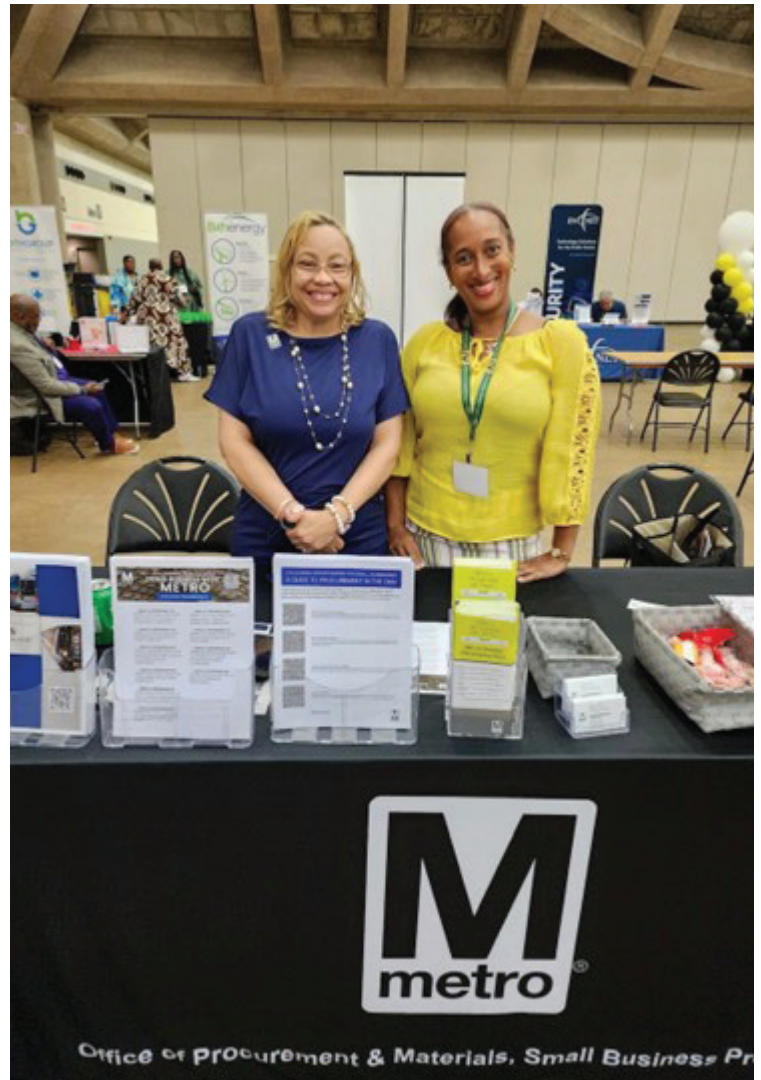
[\*\*DMVMoves holds first task force meeting to discuss future of Metro transit system\*\*](#)

[\*\*Mayor Bowser Announces \\$25 Million Federal Grant for New York Avenue Bridge and Lincoln Connector Trail Project\*\*](#)

[\*\*National Culvert Removal, Replacement & Restoration Grants\*\*](#)

[\*\*SBA Invests Over \\$1 Million to Expand Support for Veteran Entrepreneurs\*\*](#)

[\*\*SBA Announces Extension of Moratorium on 8\(a\) Eligibility Requirement for Small Disadvantaged Businesses\*\*](#)



Marlo Johnson with a Small Business Owner attending the 2024 City of Baltimore Procurement Conference