



# SBPO Quarterly Newsletter

A Small Business Programs Office Publication

## Director's Corner | A Letter from SBPO's Director Meshelle MV Howard

Greetings Small Business Community,

It's the beginning of a new fiscal year and projects, contracts and task orders tend to pick-up during this time of year. Stay in the loop with WMATA by ensuring your contact information is updated/current. The Small Business Programs Office (SBPO) sends out information on outreaches, contracting opportunities, and the SBPO Newsletter on a regular basis. You may be hearing more about the importance of Diversity, Equity and Inclusion in the industry and how it can help the business community to have more access to opportunities. Stay on the lookout for these organizations that are making a difference in connecting you to more contracting access, such as the new Equity In Infrastructure Project (EIP) created and founded by Phil Washington, Denver International Airport CEO and Former Deputy Secretary of Transportation John Porcari. EIP secures commitments from public agencies to improve public contracting practices by creating more opportunities for HUBs to build generational wealth and reduce the racial gap by creating more Prime, joint venture and equity contracting opportunities.

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 for the purpose of providing 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 not be able to make all of our events. If for some reason you missed any of our outreach trainings/events, you can find them on the SBPO website or by clicking on the following link: <https://wmata.com/business/Small-Business-Programs-Office/News.cfm>.

Visit [Socio Economic Programs | WMATA](#) to learn more about how to become certified with WMATA in one or more of these socioeconomic programs:

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

Cordially,

*Meshelle M.V. Howard, MCA*

## SBPO Delivers its First Spanish Speaking Outreach Webinar

The Small Business Program's Office hosted it's first-ever Spanish speaking webinar: Socioeconomic Programs in Spanish during National Hispanic Heritage Month on September 15, 2022.

The webinar presented by Lilliette Rivera (SBPO's Certification Team) included a summary of the programs, how to apply on Metro's website and how to qualify. SBPO plans to implement a quarterly Spanish language webinar to cater to the Hispanic owned small businesses.

METRO'S SMALL BUSINESS PROGRAMS OFFICE PRESENTS:

# Socioeconomic Programs en español.



## Connections were Made

On September 28, 2022, SBPO's Director Meshelle MV Howard was invited to be on a panel during the Compass Conference. Ms. Howard represented Metro and spoke on President Biden's New Bipartisan Infrastructure Law.

Ms. Howard also attended an event hosted by Sharon Pinders Group: CRMSDS's @ 50 Leaders & Legends Celebration. This event celebrated iconic individuals for their indelible imprint on minority businesses.

Marlo Johnson and Bryan Gleason (SBPO's Managers) attended several external outreaches this quarter on behalf of Metro to inform attendees of SBPO's Socioeconomic Programs:

- Minority Outreach Event hosted by Md. Washington Minority Companies Association | July 21, 2022
- National Federal Small Business Contracting Summit Matchmaking Session | July 26, 2022
- ChallengeHER Expo hosted by National 8(a) Association | August 25, 2022
- Business Networking Event hosted by Synergy BWI | September 20, 2022
- MED Week Matchmaking hosted by Minority Enterprise Development | September 22, 2022
- Maryland Hispanic Business Conference | September 23, 2022
- Meet the Primes hosted by Baltimore County Public Schools | October 12, 2022
- National Federal Small Business Contracting Summit hosted by the US Women's Chamber of Commerce | October 12, 2022
- DSLBD District Connect 2022 | October 19, 2022



Sharon Pinder CEO of the Capital Region Minority Supplier Development Council (CRMSDC) and Calvin G. Butler, Senior Executive Vice President & COO of Exelon Corporation

## Information was Provided

In addition to the Socioeconomic Programs Training in Spanish webinar, SBPO hosted two additional webinars to inform business owners:

Maximizing Opportunities for Small Businesses, presented by Gerald Verno (WMATA) and Darren Brown (VDOT). This webinar provided attendees with information on how to properly use Maximo and stand out when applying for solicitations. VDOT presented on their application process and how to qualify.

Doing Business with Metro, presented by Tamara Roberts and Beks Amandi from Metro's Procurement Department. Tamara and Beks shared information on Metro's supplier portal and how to properly register as a bidder on wmata.com. They also shared what to expect once a solicitation has been awarded and where to find announcements.

You can find the full recording for all our virtual webinars on our MetroForward [YouTube page here](#).

To stay informed on SBPO's external and enteral outreaches, check out our [Outreach Calendar here](#).

## Metro's Participation at Business Networking Event

SBPO made an appearance at this outreach hosed by Synergy BWI Thurgood Marshall Airportas one of the government agencies providing procurements for small, local and minority businesses. The Synergy event ensured small and minority entrepreneurs had access to contract opportunities and strategies to grow their business. "Many businesses and careers have taken flight at BWI Marshall," said Maryland Department of Transportation Secretary James F. Ports, Jr. "The Synergy event is another way Maryland's airport continues to serve as a window of opportunity for job seekers and entrepreneurs."



Marlo Johnson during her participation during the BWI Business Networking Event.



# General Manager Randy Clarke Participates in Hitachi Manufacturing Plant Groundbreaking

Joined by Hitachi leadership, Maryland Governor Larry Hogan, board members, and Maryland Congressman David Trone, Randy Clarke celebrated the groundbreaking of the Hitachi manufacturing plant. 460 new employees will be hired at the new \$70 million factory located on 41-acres. The plant is expected to open in 2024 and will begin Metro's order of 256 8000 Series railcars.



## A Sneak Peek into What's Coming!

The Small Business Program's Office has a few exciting outreaches slated for 2023:

**The Maryland Insurance Administration Workshop:** small businesses in Maryland can learn about different commercial insurance policies and programs available to them.

**Contract Compliance Workshop:** detailed information for small businesses to learn about the process and what is to be expected in the pre-award and post-award phases.

**Maximo Workshop:** detailed information on how to become a qualified vendor for WMATA in Maximo and how to provide WMATA approved products and supplies.

**SBA Workshop on Finances:** presented by David Hincapie, this workshop will provide small businesses with information on how to properly organize business finances for optimal success in any unexpected circumstances.

**Mentor Protégé Program:** program designed to motivate and encourage large business prime contractor firms to provide mutually beneficial developmental assistance to small, minority, women, and disadvantaged businesses.

## We Want to Hear from You!

SBPO is dedicated to providing small businesses with information and resources to equip you for success. Your opinion matters to SBPO, and we welcome all opportunities for improvement when and where we can. So, we created a survey for you to tell us your suggestions!

This survey is for your small business to provide feedback on our outreaches, topics you'd like more information on, and how you feel SBPO can better serve your small minority owned business. What would you like to see from Metro's Small Business Programs Office?

Tell us by completing our survey [here](#).

# Don't Miss Out on SBPO's Upcoming Outreach Events!

Metro Presents: Small Business Administration Workshop Virtual Webinar on November 7, 2022. Click the flyer to register.

**SMALL BUSINESS PROGRAMS OFFICE**



**Metro Presents:  
Small Business Administration (SBA) Workshops**

We are proud to announce our collaboration with SBA to provide small businesses with the following workshops on November 7, 2022 at 9 a.m.

**How to do Business with Federal Agencies**  
Presented by Rahel Molaigne  
Commercial Market Representative  
U.S. Small Business Administration

**Surety Bond Guarantee**  
Presented by Earnest Knott  
Area Director, Office of Surety Guarantees  
Office of Capital Access  
U.S. Small Business Administration

**Financial Options for Small Businesses**  
Presented by David Hincapie  
Economic Development Specialist, Veteran Business Development Officer  
Washington Metropolitan Area District Office  
U.S. Small Business Administration

[REGISTER HERE](#)

**U.S. Small Business Administration**



DBE Networking Event hosted by Gannett Fleming on November 4, 2022. Click the flyer to register.



**JOIN US**

**FOR A GANNETT FLEMING  
DBE NETWORKING EVENT!**

Join representatives of Gannett Fleming, a top-ranked A/E/C firm by ENR, for breakfast and networking to learn about upcoming subcontracting and DBE opportunities with WMATA and other local agencies.

Not certified? Meet with representatives of WMATA and DC Water to learn about DBE/SBE/MBE certification.



**November 4, 2022**  
9:30 - 11:00 AM

**Hilton Washington DC National Mall The Wharf**  
480 L'Enfant Plaza SW,  
Washington, DC 20024

**Chetna Sinha**  
csinha@gfnet.com

**Scan here to register!**

**GANNETT FLEMING**  
gannettfleming.com

## We're Excited to Announce Prompt Payment Training!

**SMALL BUSINESS PROGRAMS OFFICE**

**Introducing  
Prompt Payment  
Training**



The Small Business Programs Office is now providing bi-weekly prompt payment training opportunities in addition to the on-demand trainings for small businesses.

The trainings will be held on the 1st and 3rd Wednesday of every month at 9 a.m. and 1 p.m. For your convenience, the trainings will be hosted virtually through Microsoft Teams. Links to join the meeting will be provided 24 hours in advance.



[REGISTER HERE](#)





## News You Can Use

### FTA Announces \$6.5 Million Funding Opportunity for Innovative Projects That Improve Bus Safety

The Federal Transit Administration (FTA) today announced the availability of \$6.5 million in research funding for innovative transit bus automation demonstration projects that will improve safety and efficiency. Examples of bus automation projects might include strategies for avoiding collisions with pedestrians, improved emergency braking, and precision movement for bus fueling, charging and maintenance.



Under the Notice of Funding Opportunity, FTA is making \$5 million available for Advanced Driver Assistance Systems for transit buses to help improve bus operator safety and efficiency. Another \$1.5 million is available for automated transit bus maintenance operations to improve efficiency and safety in maintenance facilities. As part of its commitment to helping transit workers prepare for technological industry advancements, FTA will look at potential impacts on the workforce as a result of applications submitted through this funding opportunity.

Complete proposals must be submitted electronically through the GRANTS.GOV "APPLY" function by November 21, 2022.

### SBA publishes new rule designed to help small federal contractors demonstrate prior experience

The Small Business Administration will provide small businesses with new ways to show past performance ratings to compete for prime federal contracts starting Aug. 22, 2022.

A new final rule, published Friday by SBA in the Federal Register, offers small businesses two extra methods to prove qualifying past performance: joint ventures, where they were members performing contract work, and prime contracts with subcontracting plans, where they were first-tier subcontractors.

The rule implements Section 868 of the National Defense Authorization Act of fiscal 2021 — aimed at making it easier for small business subcontractors to obtain the past performance ratings they need to compete for prime contracts — by letting them request ratings from contracting officers and prime contractors they've worked with previously. SBA proposed the rule Nov. 18 and received 15 public comments.

The General Services Administration drafted changes to its Polaris requests for proposals in May, after a pre-award bid protest over how it would assess the experience of offerers engaged in joint ventures.

"SBA believes that, by implementing this rule, the government will be able to attract new small business prime contractors," read the agency's comments. "This will enhance competition in government contracting and provide agencies with increased access to innovative products and services."

Most commenters observed some prime solicitations required past performance as a prime contractor, with two commenters noting this limits the ability of Black- and Native-owned small businesses, in particular, to compete for contracts.

Commenters were divided on how long primes could take to respond to subcontractors' requests for ratings, suggesting as few as 10 business days or as many as 30 calendar days. SBA stuck with the 15 calendar days it proposed.

"That period provides enough time for the prime contractor to prepare a response while still permitting the small business to respond to proposal deadlines," SBA's comments read. "With respect to reusing prior ratings, the rule permits the subcontractor to use the same rating for multiple proposals."

The rule further removes timeliness restrictions on past performance ratings, leaving that up to agencies' discretion, and gives subcontractors a minimum of 30 calendar days after a performance period's completion to request ratings from primes that can be negotiated out. Subcontractors shouldn't have to wait until their contract work is complete to request ratings, SBA found.

SBA holds that because the requirement to respond to subcontractors' requests will be included in primes' subcontracting plans, a failure to comply could lead to contract termination, withholding of award fees, lower past performance ratings for subcontracting, liquidated damages, and even debarment for "willful or repeated" cases.

"SBA is therefore adding to this final rule that subcontractors should notify the contracting officer in the event that the prime contractor fails to submit the requested rating within the rule's prescribed timeframe," SBA's comments read.

The agency determined past performance evaluation factors should align with those of the Contractor Performance Assessment Reporting System (CPARS).

"The rule does not preclude the use of additional evaluation factors," SBA's comments read. "In response to the comments seeking a standardized rating format, SBA is adding to the final rule that the prime contractor shall use the five-scale rating system at [Federal Acquisition Regulation] 42.1503(b) (4): Exceptional, Very Good, Satisfactory, Marginal, and Unsatisfactory."

**To address any concerns or questions regarding Metro's Small Business Programs, contact our SBPO Hotline at [SBPOHotline@wmata.com](mailto:SBPOHotline@wmata.com) or 202-963-6493.**

# News You Can Use

## Biden-Harris Administration Announces Groundbreaking Partnerships to Connect Small and Disadvantaged Businesses to Infrastructure Programs

DOT Will Host Business Forum to Improve Access to Capital and Resources in the Bipartisan Infrastructure Law

Washington, DC – Today, the USDOT Office of Small and Disadvantaged Business Utilization (OSDBU), the U.S. Small Business Administration (SBA) and the US Department of Commerce Minority Business Development Agency (MBDA) announced partnerships to help small and disadvantaged businesses access the resources they need to succeed. These partnerships will support the Biden Administration's whole-of-government efforts to support American businesses.

To kick off the partnerships, the agencies are hosting a Business Forum at USDOT Headquarters today, September 20th. The forum is focused on helping small and disadvantaged businesses and improve their access to capital, resources and relationships – working to ensure that everyone can benefit from President Biden's Bipartisan Infrastructure Law.

The forum includes multiple panels with business leaders and senior Biden-Harris Administration officials including US Transportation Secretary Pete Buttigieg, SBA Administrator Isabella Guzman, and US Department of Commerce for Minority Business Development Under Secretary Don R Cravins Jr. It also features a Business Matchmaking Session to help connect small businesses, large prime firms, and various transportation modal representatives from the federal, state, and municipal levels. It offers small business owners an opportunity to hear first-hand from Administration officials how they can successfully market their services to state and federal agencies.

USDOT is on target for 20% of our federal contracts to go to small and disadvantaged businesses – a major goal set by President Biden to help ensure the work to build America back better, benefits everyone.

"Through President Biden's Bipartisan Infrastructure Law, we are making historic investments in our transportation infrastructure—and that represents major opportunity for historically excluded Americans and our nation's small businesses," said U.S. Transportation Secretary Pete Buttigieg. "These new initiatives with our partners at SBA and MBDA will help more small business owners secure federal contracts to modernize our country's infrastructure for decades to come."

"These historic agreements between the U.S. Small Business Administration and the U.S. Department of Transportation will leverage the SBA's lending, investment capital and bonding support to help ensure that small businesses receive the funding they need to build America's critical infrastructure systems," said SBA Administrator Isabella Guzman. "I am grateful to Secretary Buttigieg and the USDOT team for their close partnership with the SBA and the MBDA. Strong interagency collaboration in support of our nation's small and disadvantaged contractors, manufacturers, and other enterprises is vital to advancing President Biden's vision of building a better America and an economy that works for everyone."

"Small businesses are the heart of our economy and a key driver of economic growth and opportunity," said U.S. Secretary of Commerce Gina Raimondo. "Thanks to President Biden's leadership, this Administration is committed to ensuring small and minority-owned businesses have access to the opportunities created by historic investments in infrastructure. The partnership between the Department of Transportation and the Minority Business Development Agency will engage and support small and disadvantaged businesses to help strengthen our supply chains and help America remain competitive globally."

The partnerships are memorialized through three Memorandums of Understanding (MOUs) between the USDOT and SBA and the USDOT and MBDA, which advance the Administration's commitment to ensuring equity in procurement initiatives and strengthening USDOT's support for training, capacity building, and technical assistance in bonding and business development.

The first MOU between USDOT and SBA will help the two agencies better support small disadvantaged businesses (SDBs) and Disadvantaged Business Enterprises (DBEs) in the transportation industry by breaking down systemic barriers that have historically prevented SDBs and DBEs from fully benefiting from government contracting opportunities. It will help small businesses in transportation obtain bonds or increase their bonding capacity to compete in DOT-funded projects.

The second MOU between USDOT and SBA reflects commitments by both agencies to provide additional access to capital for small businesses, with a focus on small and disadvantaged businesses (SDB) and disadvantaged business enterprise (DBE) firms. The MOU will make available to DOT stakeholders the network of SBA Small Business Investment Company (SBIC)-related resources and support from the SBA Office of Investment and Innovation to facilitate access to private capital for small businesses (with a focus on SDB and DBE firms) pursuing contract opportunities resulting from the Bipartisan Infrastructure Law.

The MOU between USDOT and MBDA will help the two agencies better engage and develop underrepresented Minority Business Enterprises (MBEs) in national transportation supply chains and related high growth industries, through coordination of data sharing and reporting tools.

These MOUs and the Business Forum event are critical examples of the work the Biden-Harris Administration is doing to support small businesses, ensure they are "contract ready," and advance equity -- especially as agencies work to deliver on the Bipartisan Infrastructure Law's promise to create good-paying union jobs and grow our economy so that everyone has a chance to succeed.

# WMATA's SBPO Certifications

## July-October 2022 Updates

### Initial Interstate Certifications:

APEX BUSINESS SOLUTIONS, LLC  
See Somerville Solutions  
D. Zelinsky & Sons, Inc.  
OTAS Inc  
Studio 50 Design, LLC  
DIGZ TRANSPORT SYSTEM LLC  
HRV Conformance Verification Associates,  
MFS Consulting Engineers & Surveyor, DPC  
RCS Plumbing LLC  
Control Management Ilc  
Tri-EL, LLP  
V-1 Consulting, LLC

### Three-Year Reviews:

JLN Construction Services, LLC  
Carter Information Solutions, Inc.  
BATTI Environmental Associates Inc  
Community Bridge Inc.  
Keville Enterprises Inc.  
Apple Designs Inc  
Premier Group Services, Inc.  
NETWAR DEFENSE CORPORATION  
Sowinski Sullivan Architects, PC  
Eagle Tech Corp  
L B Construction Enterprises, Inc.  
Black Raspberry Consumer Insights, Inc.  
KFH Group, Inc.  
Bronner Group, LLC  
Melanie Bates Consulting, LLC  
Advantage Brokerage Corporation  
Washington Door and Hardware LLC  
LP Roofing, LLC  
DDE Inc. dba Generation Cable Corp.  
U Street Parking, Inc.  
City General  
Steve Policar, LLC

## Current Solicitations

To view a current listing of contract opportunities online, [click here](#) or go to [wmata.com](http://wmata.com). Click on Business > Procurement & Contracting > WMATA Procurement Opportunities > View WMATA Procurement Opportunities > View Active Solicitations Opportunities.

RFP  
WMATA-0000008977  
Ballast Cars, Spare Parts, and Training  
10/28/2022 04:00 PM EDT

IFB  
WMATA-0000008994  
Snow and Ice Removal Services  
CPLNT233101  
11/02/2022 02:00 PM EDT

RFP  
WMATA-0000008979  
CIT01233098 - Enterprise IVR Maintenance  
CIT01233098  
11/08/2022 02:00 PM EST

IFB  
WMATA-0000008947  
Service Vehicles  
CSVMT233032-SV  
11/09/2022 02:00 PM EST

RFP  
WMATA-0000008858  
Bus Video Monitoring System  
CBMNT222170-RSC  
11/16/2022 02:00 PM EST

RFP  
WMATA-0000008857  
WMATA MTPD Security Master Plan  
CMTDP222316  
11/22/2022 02:00 PM EST

RFP  
WMATA-0000008688  
Ramp-equipped Minivan and Upfitting Services  
FACCS222218-SV  
12/30/2022 02:00 PM EST

RFP  
WMATA-0000008610  
SOLICITATION NOTICE TO SUBCONTRACTORS - NORTHERN  
12/31/2022 11:47 AM EST

