

**WASHINGTON METROPOLITAN AREA TRANSIT AUTHORITY  
(WMATA)**



**Federal Transit Administration (FTA)  
WMATA – 1398  
Triennial DBE Goal-Setting Methodology  
for  
FFY 2020 – FFY 2022  
(October 1, 2019 – September 30, 2022)**

*Submitted in accordance with:  
Title 49 Code of Federal Regulations Part 26  
(49 CFR Part 26)*



# WASHINGTON METROPOLITAN AREA TRANSIT AUTHORITY (WMATA)

## Triennial DBE Goal-Setting Methodology FFY 2020 – FFY 2022

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## I. INTRODUCTION

In accordance with 49 CFR 26.45, the Washington Metropolitan Area Transit Authority (WMATA) sets forth its Triennial Disadvantaged Business Enterprise (DBE) Goal and corresponding goal-setting methodology for the three-year Federal Fiscal Year (FFY) goal period of 2020-2022 (October 1, 2019 through September 30, 2022).

The objectives of the DBE goal setting process are to ensure nondiscrimination in the award and administration of FTA-assisted contracts, to create a level playing field on which DBEs can compete fairly for those contracts, and to ensure the DBE Program is narrowly tailored in accordance with applicable law.

## II. BACKGROUND

WMATA is a recipient of U.S. Federal Transit Administration (FTA) funds in excess of \$250,000. As a condition of receiving this financial assistance, WMATA must comply with the FTA's DBE requirements. Therefore, in accordance with 49 CFR § 26.45, WMATA is required to develop and submit a Triennial Overall DBE goal for its FTA-assisted projects. The overall DBE goal is based upon the availability of *Ready, Willing, and Able* (RWA) DBEs relative to all businesses that are RWA to participate on WMATA's FTA-assisted contracts.

## III. FEDERAL TRANSIT ADMINISTRATION (FTA) - ASSISTED CONTRACTING OPPORTUNITIES FOR FFY 2020-2022

Table 1 represents WMATA's FTA-assisted contracting opportunities for FFYs 2020-2022, which consists of projects considered in preparing this goal methodology. These projects are anticipated to be awarded during the triennial period. Also included in this table are the North American Industry Classification System (NAICS) codes and descriptions associated with the discipline of work for those WMATA contracting opportunities.

Table 1 below shows WMATA's FTA-assisted contracting opportunities for FFYs 2020 -2022, the NAICS code assigned to each project, and the amount of FTA assistance associated with each project and overall total estimate cost of **\$1,887,615,219.35**.

**Table 1: Expected FTA – Funded Contract Expenditures for FFYs 2020 – 2022<sup>1</sup>**

Number	NAIC Codes	WMATA Projects	Amount of FTA Funds on Projects
1)	336390	Bus Rehabilitation Program	\$ 84,979,232.20
2)	237130	Track Structural Rehabilitation	\$ 7,761,532.14
3)	237130	Track Rehabilitation	\$ 139,327,659.96
4)	336510	Track Maintenance Equipment	\$ 48,824,774.00
5)	488210	Railcar Rehabilitation	\$ 9,211,780.55
6)	238290	Elevator Rehabilitation	\$ 50,080,672.50
7)	236220	Station Entrance Canopies	\$ 9,000,000.00
8)	238290	Elevator/Escalator Repairables	\$ 21,477,694.00
9)	237130	Radio Infra Replacement	\$ 118,910,933.00
10)	236220	Parking Garage Rehabilitation	\$ 42,000,000.00
11)	238160	Roof Rehab & Replacement	\$ 25,000,000.00
12)	238290	Escalator Replacement	\$ 72,200,000.00
13)	238210	Station Lighting Improvements	\$ 86,407,000.00
14)	236220	Bus Customer Facility Improvement	\$ 25,025,785.00
15)	236210	Railcar Heavy Repair and Overhaul Facility	\$ 90,100,000.00
16)	237110	Improving Drainage	\$ 17,155,368.00

<sup>1</sup> Data Source: WMATA obtained projected contract expenditures for FFYs 2020-2022 figures and information from WMATA's Office of Management and Budget Services (OMBS) in March 2019.

17)	335313	Automatic Train Control SOGR	\$ 56,792,838.00
18)	238220	AC Power Systems SOGR	\$ 79,659,388.00
19)	238210	Traction Power SOGR	\$ 90,074,598.00
20)	237130	Tunnel Water Leak Mitigation	\$ 66,944,544.00
21)	237130	Platform Rehab Construction	\$ \$580,931,420.00
22)	541310	Bladensburg Bus Garage	\$ 105,700,000.00
23)	541310	Northern Bus Garage	\$ 60,050,000.00
		<b>Total FTA - Projected Contract Funds</b>	<b>\$ 1,887,615,219.35</b>

From Table 1, WMATA realized some of the NAICS codes needed to be combined based on category of NAICS codes and WMATA Projects to eliminate project duplication and double counting in the number of Ready, Willing, and Able DBE and Firms to perform work in each category of selected NAICS codes in determining the Base Figure in Table 3 of Step 1 below.

#### **IV. DETERMINATION OF LOCAL MARKET AREA**

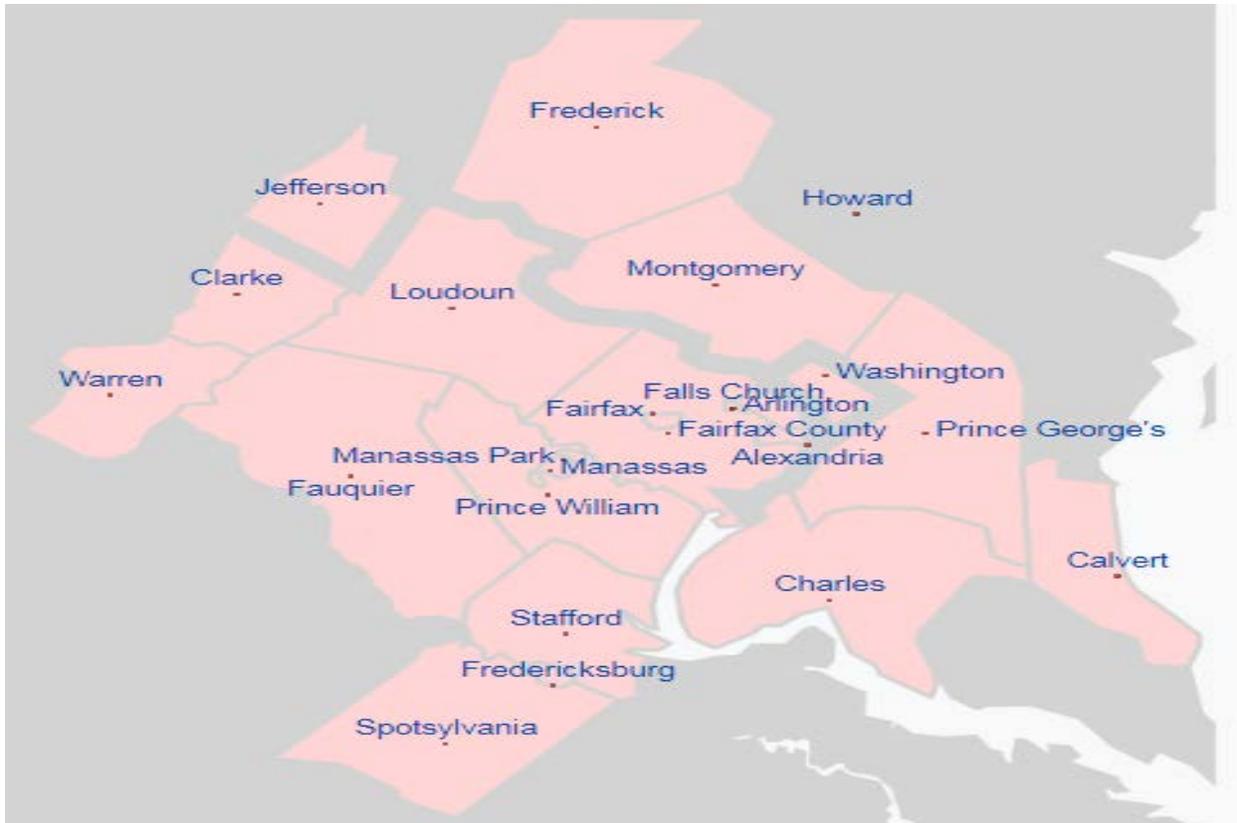
WMATA provides transit services in Washington, D.C. and sections of Maryland and Virginia. This includes Montgomery and Prince George's counties in Maryland, Alexandria, Arlington, Fairfax, Fairfax City, Falls Church, and Loudoun in Virginia. These are the jurisdictions where WMATA typically finds its contractors and sub-contractors. Thus, WMATA has determined that the Washington DC Metropolitan Statistical Area (WMSA) represents its local market area and this includes the following counties within Virginia, West Virginia, Maryland and District of Columbia as depicted by Table 2 and Geographical Area Map<sup>2</sup> of WMSA:

<sup>2</sup> WMSA Geographical Map, retrieved on 09/10/2019 from [https://en.wikipedia.org/wiki/Washington\\_metropolitan\\_area](https://en.wikipedia.org/wiki/Washington_metropolitan_area)

**A. Table 2: Geographical Areas of Washington DC Metropolitan Statistical Area**

Virginia	West Virginia	Maryland	District of Columbia
Alexandria City	Jefferson County	Calvert County	Washington DC
Arlington County		Charles County	
Clarke County		Frederick County	
Culpeper County		Montgomery County	
Fairfax County		Prince George's County	
Fairfax City			
Falls Church			
Fauquier County			
Fredericksburg City			
Loudoun County			
Manassas City			
Manassas Park City			
Prince William County			
Rappahannock County			
Spotsylvania County			
Stafford County			
Warren County			

**B. Geographical Area Map of Washington DC Metropolitan Statistical Area**



## V. GOAL METHODOLOGY

To ensure apples to apples in determining the Base Figure, WMATA then grouped values with like and same category of NAICS codes and assigned unique NAICS codes and descriptions per WMATA Project, and this provided 11 unique NAICSNAICS codes with the same total estimated cost of **\$1,887,615,219.35** in Tables 3 and 4 which provide a revised table for WMATA's Expected FTA-Funded Contract Expenditures for FFYs 2020-2022 involving combined values with unique NAICS codes with their description.

The following steps describes the goal methodology used to determine this three-year goal:

### A. Step 1: Determination of Base Figure (Relative Availability of DBEs) (§ 26.45(c))

WMATA utilized the certified DBEs listed in the Metropolitan Washington Unified Certification Program (MWUCP<sup>3</sup>), a comprehensive database and directory of DBEs that captures information on DBE vendors. This base figure expresses the availability of RWA DBEs as a percentage of all RWA firms.

To determine the number of overall firms, WMATA used the Census Bureau's County Business Patterns (CBP) database for the Washington, DC MSA<sup>4</sup>. To ensure an apples-to-apples calculation in the base figure, WMATA used the same NAICS codes used when compiling the number of DBE firms.

WMATA utilized the following approach in determining the accurate number of DBEs in the Washington, DC Metropolitan Statistical Area (MSA) per WMATA's MWUCP or Vendor Directory (CLM):

- Manually captured and compiled all Certified DBEs in WMATA's MWUCP or Vendor directory (CLM) under each selected unique NAICS code in Table 1.
- In order to ensure apples to apples in comparison between the MWUCP DBE directory and the Census data for the Washington, DC MSA, WMATA only included certified DBE Firms within counties located in the Washington DC Metropolitan Statistical Area (MSA).
- Any Certified DBE Firms with addresses located outside Washington DC Metropolitan Statistical Area (MSA) are not counted as a RWA DBE in WMATA's market.

$$\begin{aligned} \text{Relative Base Figure} &= \frac{\text{Ready, willing and able DBEs (data source= WMATA's MWUCP)}}{\text{All Ready, willing and able businesses (data source = CBP, which includes DBEs and non-DBEs)}} \\ &= \frac{354 \text{ DBEs}}{4332 \text{ Total Businesses/Firms}} \end{aligned}$$

<sup>3</sup> Available at <https://www.wmata.com/business/small-disadvantaged-business/dbe.cfm>

<sup>4</sup> Available at <https://www.census.gov/data/datasets/2016/econ/cbp/2016-cbp.html>

Calculated Relative Base Figure = **0.081025406 = 8.1%**

The Calculated Relative Base Figure obtained is **8.10%**, and this indicates there are 8.10% Ready, Willing and Able DBEs in WMATA’s market area to perform work in each selected NAICS code in Table 3 below.

Table 3 shows WMATA’s projects and expected FTA-assisted contracting opportunities for FFYs 2020 - 2022 with their unique NAICS code, description, and the relative availability of DBEs by each unique NAICS codes.

**Table 3: WMATA’s Projects, Unique NAICS codes with Descriptions & Relative Availability of DBEs**

Number	WMATA Projects	Unique NAICS Code Description	Unique NAICS Codes	Number of Certified DBEs available in WMSA	A <sup>5</sup>	B <sup>6</sup>	C <sup>7</sup>
					Number of all firms including (including Certified DBEs) in WMSA		
1)	Railcar Heavy Repair and Overhaul Facility	Commercial/Industrial and Institutional Building Construction	236220	130	853	0.152403283	
	Bladensburg Bus Garage						
	Northern Bus Garage						
	Bus Customer Facility Improvement						
	Station Entrance Canopies						
	Parking Garage Rehabilitation						
2)	Improving Drainage	Water and Sewer Line and Related Structures Construction	237110	33	126	0.261904762	

<sup>5</sup> A: Data obtained from MWUCP DBE Directory & manually compiled the number of DBEs available at <https://www.wmata.com/business/small-disadvantaged-business/dbe.cfm>

<sup>6</sup> B: Data obtained from the Census Bureau at <https://www.census.gov/data/datasets/2016/econ/cbp/2016-cbp.html>

<sup>7</sup> C: The Relative Availability is obtained by dividing the number of DBE firms in column A by the number of all firms in column B.

3)	Track Structural Rehabilitation	Power and Communication Line and Related Structures Construction	237130	9	109	0.082568807
	Track Rehabilitation					
	Radio Infra Replacement					
4)	Tunnel Water Leak Mitigation	Railway Construction / Other Heavy and Civil Engineering Construction	237990	38	53	0.716981132
	Platform Rehab Construction					
5)	Roof Rehab & Replacement	Roofing Contractors	238160	19	286	0.066433566
6)	Station Lighting Improvements	Electrical Contractors and Other Wiring Installation Contractors	238210	66	1063	0.062088429
	Traction Power SOGR					
7)	AC Power Systems SOGR	Plumbing, Heating, and Air-Conditioning Contractors	238220	37	1598	0.023153942
8)	Elevator Rehabilitation	Other Building Equipment Contractors	238290	21	93	0.225806452
	Elevator/Escalator Repairables					
	Escalator Replacement					
9)	Automatic Train Control SOGR	Other Automotive Mechanical and Electrical Repair and Maintenance	811118	0	40	0.000000000
10)	Bus Rehabilitation Program	Other Motor Vehicle Parts Manufacturing	336390	0	2	0.000000000

11)	Track Maintenance Equipment	Commercial and Industrial Machinery and Equipment (except Automotive and Electronic) Repair and Main	811310	1	146	0.006849315
	Railcar Rehabilitation					
<b>Combined Totals</b>			<b>354</b>	<b>4369</b>	<b>0.081025406</b>	
<b>Overall DBE Availability</b>					<b>8.10%</b>	

In Table 4 below, WMATA weighted the base figure from Table 3 by incorporating the amount of FTA-projected contracting dollars that will be spent under each NAICS code.

**Table 4: Weighting Calculations**

Number	Unique NAICS Code	WMATA Projects	Unique NAICS Code Description	A <sup>8</sup> Amount of FTA Funds on Projects (\$)	B <sup>9</sup> Weight	X	C <sup>10</sup> Relative Availability	D <sup>11</sup> Weighted Availability
1)	236220	Railcar Heavy Repair and Overhaul Facility	Commercial/Industrial and Institutional Building Construction	\$ 90,100,000.00	0.1758	X	0.1524	0.0268
		Bladensburg Bus Garage		\$ 105,700,000.00				
		Northern Bus Garage		\$ 60,050,000.00				
		Bus Customer Facility Improvement		\$ 25,025,785.00				
		Station Entrance Canopies		\$ 9,000,000.00				

<sup>8</sup> A: Figures obtained from Table 1

<sup>9</sup> Weight = Column A ÷ The Total of Column A

<sup>10</sup> C: Figures obtained from Table 1

<sup>11</sup> D: Weighted Availability Figure = Column B \* Column C. The same procedure is repeated for rest of the rows. We then add all figures under Column D to obtain 0.311966 and express this into a percentage by multiplying it by 100 to obtain 31.19%.

		Parking Garage Rehabilitation		\$ 42,000,000.00				
2)	237110	Improving Drainage	Water and Sewer Line and Related Structures Construction	\$ 17,155,368.00	0.0091	X	0.2619	0.0024
3)	237130	Track Structural Rehabilitation	Power and Communication Line and Related Structures Construction	\$ 7,761,532.14	0.1409	X	0.0826	0.0116
		Track Rehabilitation		\$ 139,327,659.96				
		Radio Infra Replacement		\$ 118,910,933.00				
4)	237990	Tunnel Water Leak Mitigation	Railway Construction / Other Heavy and Civil Engineering Construction	\$ 66,944,544.00	0.3432	X	0.7170	0.2461
		Platform Rehab Construction		\$ 580,931,420.00				
5)	238160	Roof Rehab & Replacement	Roofing Contractors	\$ 25,000,000.00	0.0132	X	0.0664	0.0009
6)	238210	Station Lighting Improvements	Electrical Contractors and Other Wiring Installation Contractors	\$ 86,407,000.00	0.0935	X	0.0621	0.0058
		Traction Power SOGR		\$ 90,074,598.00				
7)	238220	AC Power Systems SOGR	Plumbing, Heating, and Air-Conditioning Contractors	\$ 79,659,388.00	0.0422	X	0.0232	0.0010
8)	238290	Elevator Rehabilitation	Other Building Equipment Contractors	\$ 50,080,672.50	0.0762	X	0.2258	0.0172
		Elevator/Escalator Repairables		\$ 21,477,694.00				
		Escalator Replacement		\$ 72,200,000.00				
9)	811118	Automatic Train Control SOGR	Other Automotive Mechanical and Electrical Repair and Maintenance	\$ 56,792,838.00	0.0301	X	0.0000	0.0000

10)	336390	Bus Rehabilitation Program	Other Motor Vehicle Parts Manufacturing	\$ 84,979,232.20	0.0450	X	0.0000	0.0000
11)	811310	Track Maintenance Equipment	Commercial and Industrial Machinery and Equipment (except Automotive and Electronic) Repair and Main	\$ 48,824,774.00	0.0307	X	0.0068	0.0002
		Railcar Rehabilitation		\$ 9,211,780.55				
		<b>Total of FTA/DOT expected on Project</b>		<b>\$1,887,615,219.35</b>	<b>Total Weighted Availability</b>		<b>0.311966</b>	
					<b>Express as a %(*100)</b>		<b>31.19661</b>	
					<b>Weighted Base Figure</b>		<b>31.19%</b>	

**B. Step 2: Adjusting the Base Figure (§ 26.45(d))**

Adjustment of the Weighted Base Figure depends on several factors. Step 2 requires examining relevant and reliable data in the WMATA’s market area to determine if an adjustment to the base figure calculated in Step 1 is warranted or necessary and, if any, would be required to ensure a narrowly–tailored goal. WMATA considered all available evidence and information to determine whether any adjustment was needed to the weighted base figure of **31.19%** calculated in Step 1 above to determine its overall DBE goal and make it as precise as possible. Relevant factors WMATA considered in making this decision were:

- Historical data on past participation and DBE goals and attainments in past years (last 4 years)
- Evidence from disparity studies conducted in WMATA’s market area

**1. Historical Data on Past Participation and DBE Goals and Attainments in Past Years (Last 4 Years)**

Tables 5 and 6 below list WMATA’s past DBE goals and attainments for the last 4 years (FFYs 2015 – 2018):

**Table 5: DBE Past Participation**

Year	FFY 2015	FFY 2016	FFY 2017	FFY 2018
<b>DBE Goal</b>	25%	25%	22%	22%
<b>DBE Attainment</b>	16.70%	10.87%	21.94%	21.41%

**Median past participation** percentage was determined by arranging the DBE achievement past participation rates from lowest to highest below:

Table 6 shows numerical order of DBE past participation to obtain median past participation percentage

**Table 6: Numerical Order of DBE Past Participation**

Year	FFY 2016	FFY 2015	FFY 2018	FFY 2017
<b>DBE Goal</b>	25%	25%	22%	22%
<b>DBE Attainment</b>	10.87%	<b>16.70%</b>	<b>21.41%</b>	21.94%

- Because we have even number of values above, WMATA added the middle two numbers and then averaged them to obtain the **median** of **19.06%**:

$$16.70 + 21.41 = \mathbf{38.11\%} \quad 38.11 / 2 = \mathbf{19.06\%}$$

- WMATA then added the weighted base figure of **31.19%** to the median of the past 4 years, **19.06%**, and divided that figure by 2:

$$19.06 + 31.19 = \mathbf{50.25\%} \quad 50.25/2 = \mathbf{25.13\%}$$

After establishing the weighted base figure obtained in Step 1 and analyzing past DBE participation in Step 2, the resultant **adjusted base figure** for past participation is **25.13%**, rounded down to **25%**.

## 2. Evidence from disparity studies conducted in WMATA’s market area

In addition to analyzing past participation, WMATA reviewed the following disparity studies performed by NERA Economic Consulting:

- Disadvantaged Business Enterprise Disparity Study: Volume I”. Prepared for the Maryland Department of Transportation, June 25, 2018<sup>12</sup>.
- 2017<sup>13</sup> Business Disparity in Maryland Market Area.

Both studies concluded that disparities exist in contracting opportunities for minority-and women-owned businesses in MDOT’s relevant market area. However, WMATA has determined that because of differences between WMATA’s and MDOT’s contracting opportunities and relevant market area, it is inappropriate for WMATA to use MDOT’s disparity study to adjust its

<sup>12</sup> NERA Economic Consulting (2018). *2018 DBE Disparity Study - Maryland Department of Transportation*. NERA Economic Consulting, “Disadvantaged Business Enterprise Disparity Study: Volume I”. Prepared for the Maryland Department of Transportation June 25, 2018. Retrieved February 22, 2019 from Web

site:<http://www.mdot.maryland.gov/newMDOT/MBE/Documents/2018%20DBE%20Disparity%20Study%20Vol%201.pdf>

<sup>13</sup> Business Disparity in Maryland Market Area. Retrieved February 22, 2019 from Web

site:<http://www.mdot.maryland.gov/newMDOT/MBE/Documents/2016%20MD%20Disparity%20Study.pdf>

DBE goal percentage. As described above, however, WMATA believes that these disparity study’s conclusions are relevant in determining WMATA’s RC/RN breakdown.

Finally, WMATA determined that it does not have enough relevant evidence regarding statistical disparities in DBEs’ ability to obtain financing, bonding or insurance, or enough data on education, training and union apprenticeship programs to further adjust the 25% goal.

**C. Proactive Measures, Activities and Best Practices to Ensure DBE Goal is Attained**

WMATA submitted to FTA a Triennial goal for FFY 2020-2022 of 22%. However, we have identified additional Capital Improvement Projects (CIPs) which will provide contracting opportunities for DBES. The triennial goal has been increased to 25%. WMATA’s proposed overall DBE goal of **25%** for FFYs 2020-2022 is achievable based on the following reasons:

- WMATA’s June 1, 2019 Uniform Report of DBE Commitments/Awards and Payments in our Semi-Annual report submitted to FTA proves that WMATA has identified more opportunities of spending for Disadvantaged Business Enterprises (DBEs). This increase in identified opportunities for DBEs in WMATA’s Market Area lead to an upward attainment from **17.6% to 34.61%** from **June 1, 2018 – June 1, 2019**.
- WMATA’s has planned eight major CIPs totaling \$1,141, 816,950.00 for FFYs 2020 -2022. It is anticipated that these projects will provide a 3% increase in contracting opportunities for WMATA certified DBEs in the Washington Metropolitan Statistical Area (WMSA).

Table 7 with eight major projects with over **\$1,141,816,950.00** projected for FFYs 2020 -2022 would help provide more FTA assisted contract opportunities for WMATA’s approved and certified DBEs in the Washington Metropolitan Statistical Area (WMSA).

**Table 7: Major Projects to Provide More Opportunities for DBEs in WMSA**

<b>Industrial Classification</b>	<b>WMATA Projects - FFYs 2020 -2022</b>	<b>NAICS Codes</b>	<b>Number of DBE Firms Available in WMSA</b>	<b>Amount of FTA Funds</b>
Commercial/Industrial and Institutional Building Construction	Railcar Heavy Repair and Overhaul Facility	236220	130	\$ 90,100,000.00
	Bladensburg Bus Garage			\$ 105,700,000.00
	Parking Garage Rehabilitation			\$ 42,000,000.00
Railway Construction / Other Heavy and Civil	Platform Rehab Construction	237990	38	\$ 580,931,420.00

Engineering Construction	Tunnel Water Leak Mitigation			\$ 66,944,544.00
Electrical Contractors and Other Wiring Installation Contractors	Station Lighting Improvements	238210	66	\$ 86,407,000.00
	Traction Power SOGR			\$ 90,074,598.00
Plumbing, Heating, and Air-Conditioning Contractors	AC Power Systems SOGR	238220	37	\$ 79,659,388.00
<b>Overall Contract Value</b>			<b>271</b>	<b>\$ 1,141,816,950.00</b>

In addition to the proactive measures, and activities mentioned above, WMATA implemented the following proactive and outreach activities to assist with informing and engaging the contracting community:

- Developed a paperless certification process to foster faster and a more efficient method of processing DBE/SBE applications;
- Instituted a DBE Hotline to quickly answer and address any issues which may arise with the DBE application process and on sub-contracts; Provide technical assistance and other services to DBEs;
- Developed and disseminated information to educate DBEs on contracting procedures and specific contract opportunities;
- Developed training webinars for Prime and Subcontractors;
- Implemented direct solicitations;
- Participated in jurisdictional outreach events;
- Developed a directory of community agencies, chambers, and other related organizations for communications (email blasts and program marketing);
- Organized WMATA hosted events; and
- Established a team of representatives that collaborate to represent WMATA at hosting, participating, and attendance events.

See Tables 12 and 13 for a list of events for outreach and networking activities and Exhibits 1 - 10 for small minority, and women-owned businesses and certified DBEs within Washington, D.C. Metropolitan Statistical Area (WMSA) where WMATA participated as an exhibitor and sponsor.

WMATA used the following Best Practices in establishing the 25% DBE goals:

- Fostering small business participation through outreach activities and seeking input from local and national small business associations.
- WMATA has unbundled large contracts and developed a small business reserve procurement. This is a Multiple Awards Task Order Contract (MATOC). A MATOC is an indefinite delivery and quantity contract. WMATA has two major MATOC contracts:

- Contract FQ17044E for Electrical work was awarded to eVigilant Security;
- A DBE Contract FQ16036D for general construction work was awarded to the DBE firm, Signature Renovations, LLC.

During FFY2018, WMATA processed 104 task orders with goal settings for DBE participation. The total value of the Task Orders was \$109,165,743.00. DBEs were awarded \$40,379,259.00 or 27% of the awards. In February 2019, WMATA issued a set aside MATOC for SBEs. Only WMATA certified small businesses that met the requirements set forth by the 49 CFR 26 and size standards established the U.S. Small Business Administration were eligible to bid on this procurement. This is a race neutral procurement.

## VI. RACE/GENDER-NEUTRAL AND RACE/GENDER-CONSCIOUS DIVISION OF GOAL (§ 26.45(f)(3))

### A. Utilization of Race-Neutral (RN) and Race-Conscious (RC) Measures

As shown in Tables 5 and 6, WMATA used the DBE participation data from its previous four FFYs, 2015-2018, to help inform its race-neutral/race-conscious breakdown.

**Table 8: DBE Goal, Overall DBE Achievement, and Race-Conscious/Race-Neutral Attainment Breakdown**

Year	FFY 2015 <sup>14</sup>	FFY 2016	FFY 2017	FFY 2018 <sup>15</sup>
DBE Goal (RC/RN)	25% (13/12)	25% (13/12)	22% (14/8)	22% (14/8)
Overall DBE Achievement (RC /RN) Attainment	16.70% (5.6/11.1)	10.9% (6.4/4.5)	21.94% (9.17/12.77)	21.21% (10.07/11.34)

To be consistent with FTA guidance, WMATA determined the race-neutral breakdown by:

First, calculating the Relative Race Neutral Attainment for each year (FFYs 2015, 2016, 2017 and 2018). The **Relative Race Neutral Attainment** is Race Neutral Attainment divided by Overall DBE Achievement for each year. The Relative Race Neutral value obtained for each year were ranked from lowest to highest to obtain the median by selecting the two middle values and divide by 2 to ensure that no single year received disproportionate weight.

Secondly, WMATA calculated **Absolute Race Neutral Attainment**, which is the Relative Race Neutral Attainment multiplied by the calculated and proposed DBE Goal.

<sup>14</sup> FFY 2015 Figures for DBE Goal (RC/RN) and Achievement (RC/RN) were obtained from Semi-Annual reports previously submitted to FTA

<sup>15</sup> FFY 2016, FFY 2017 & FFY 2018 Figures for DBE Goal (RC/RN) and Achievement (RC/RN) were obtained from Semi-Annual reports previously submitted to FTA

Thirdly, **Race Conscious Split**: WMATA then subtracted the calculated Absolute RN Attainment from the proposed DBE Goal to finally arrive at the Race Conscious value.

Using **Table 8** above and **Table 9** below, WMATA performed these calculations for a four-year period for past participation and then used the following formula and steps to determine Race Neutral and Race Conscious Split/breakdown for FFYs 2020-2022.

**B. Formula for Calculating Race-Conscious and Race-Neutral Percentage Split**

WMATA follows the following steps and formula adopted by FTA in calculating the Race-Conscious and Race-Neutral percentage split:

**Step 1:** Determine the Relative Race Neutral Attainment for each year.

**Relative RN Attainment** = RN Attainment ÷ Overall DBE Achievement

**Table 9: Determination of Median Relative Race Neutral Attainment**

DBE Attainment / RC/RN Achievement	FFY 2015	FFY 2016	FFY 2017	FFY 2018
DBE Goal	25%	25%	22%	22%
Overall DBE Achievement (RC/RN Attainment)	16.70% (5.6/11.1)	10.9% (6.4/4.5)	21.94% (9.17/12.77)	21.41% (10.07/11.34)
Relative RN Attainment	0.6647 (11.1÷16.70)	0.4128 (4.5÷10.9)	0.5820 (12.77÷21.94)	0.5346 (11.34÷21.21)

**Median of Relative RN Attainment;** (0.4128, 0.5346, 0.5820, 0.6647) is obtained by arranging these numbers in order from lowest to highest, selecting the two middle numbers (since there are even number of values) and then dividing by 2:

$(0.5346 + 0.5820) = 1.1166$

$1.1166 / 2 = 0.5583 = 55.83\%$

**Step 2:** Calculate Absolute RN Attainment:

**Absolute RN Attainment** = Relative RN Attainment (i.e., in Step 1) X Proposed DBE Goal:

$55.83\% \times 25\% = 13.96\%$ , rounded up to 14%. The resulting Absolute Race-Neutral percentage is therefore **14%**.

**Step 3:** Calculate RC Split:

**RC Split** = Proposed DBE Goal – Absolute RN Attainment.

**RC Split = 25% (Proposed DBE Goal) - 14% (Absolute RN Attainment) = 11%.**  
The resulting Race-Conscious percentage is therefore **11%**.

## **VII. RACE/GENDER-NEUTRAL METHODS (§ 26.51(b))**

WMATA believes that it can achieve the **14%** race-neutral goal by continuing to expand its outreach efforts to identify, certify and assist DBE firms and other Small Businesses and encourage them to participate more fully in WMATA procurement processes.

The following are some of the continuing efforts by WMATA to foster DBE and small business participation. WMATA will:

- Arrange solicitations times for the presentation of bids, quantities, specifications, and delivery schedules in ways that facilitate participation by DBEs and other small businesses and by making contracts more accessible to small businesses;
- Provide assistance in overcoming limitations such as inability to obtain bonding or financing (e.g., by such means as simplifying the bonding process, reducing bonding requirements, eliminating the impact of surety costs from bids, and providing services to help DBEs and other small businesses obtain bonding and financing);
- Provide technical assistance and other services;
- Deliver information and communications programs on contracting procedures and specific contract opportunities (e.g., ensuring the inclusion of DBEs and other small businesses on recipient mailing lists for bidders; ensuring the dissemination to bidders on prime contracts of lists of potential subcontractors; provision of information in languages other than English, where appropriate);
- Ensure distribution of the DBE Directory, through print and electronic means, to the widest feasible universe of potential prime contractors;
- Perform outreach to non-certified DBEs, which will include activities related to building the population of available DBEs to perform work on FTA-assisted contracts;
- Assist DBEs and other small businesses to develop their capability to utilize emerging technology and conduct business through electronic media; and
- Conduct a disparity study during the upcoming triennial period. The disparity study will include analyses of DBE availability and utilization on FTA-assisted contracts across all procurement types and identify any evidence of discriminatory behavior in the market area.

## **VIII. GOAL ADVERTISEMENT AND PUBLIC PARTICIPATION PROCESS (§ 26.45(g)(1)(2))**

Pursuant to 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 minority, women's and general contractors, local business associations, and community

organizations within the market area it serves. These efforts are undertaken to ensure 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.

#### **A. Public Participation Schedule**

- June 29 – July 17, 2019: Public Participation via consultation, telecommunication and forum with stakeholders conducted.
- July 2 – July 20, 2019: Draft of Overall DBE Goal Setting Methodology posted on WMATA's Website
- July 20, 2019: Final date for receipt of any comments received (Summarized in Table 11 response section)
- August 1, 2019: Deadline for document submittal to the FTA

#### **B. Public Consultation and Forums**

The regulations require that Grantees provide for consultation and public participation when establishing their overall goals. WMATA scheduled industry forums began on June 29, 2019 to gather information for its 2020 - 2022 DBE triennial goal methodology submission. Members from the public were invited to attend the forums, which included women and minority-owned business owners and representatives from the following organizations:

- Capital Region Minority Supplier Development Council,
- Maryland Washington Minority Companies Association (MWMCA),
- Maryland Minority Contractors Associates,
- National Association of Minority Contractors,
- National Association of Minority Consulting Engineers,
- National Association of Black Engineers,
- US Black Chamber of Commerce,
- National Black Chamber of Commerce,
- Women Business Enterprise National Council,
- Maryland Hispanic Chamber of Commerce,
- DC Chamber of Commerce,
- United States Pan Asian American Chamber of Commerce,
- Northern Virginia Hispanic Chamber of Commerce,
- DC Department of Small and Local Business Development,
- Prince George's County Supplier Development and Diversity,
- Montgomery County Office of Procurement and Small Businesses,
- Minority Business Development Agency (Wash DC Business Ctr.)

WMATA sent out announcement letters in the mail to 18 Minority Organizations, over 60 emails with copies of the Goal Setting Methodology, PowerPoint presentation slides and

WMATA’s Public Comment Form attached to the 18 Minority Organizations and selected WMATA’s Prime and Sub-Contractors inviting them to attend the public forum. WMATA received only a few responses per **Exhibits 16**.

The forums provided the opportunity to present a brief overview of the DBE program that led into discussions concerning evidence regarding the lingering effects of past discrimination, WMATA’s efforts to establish a level playing field for DBEs, the availability of disadvantaged and non-disadvantaged businesses to work on federally funded contracts, and the 2020-2022 triennial goal methodology, as well as other key topics discussed as outlined in Table 11 below.

**Table 10: Public Consultation and Forums Schedule**

Schedule Date	Forum Description	Location
July 17, 2019	Public Forum	WMATA, 600 Fifth Street, NW. Washington D.C. 20001. Jackson Graham Building in Meeting Room JGB 306 on the Third Floor.

Some of the key topics that were discussed included the following in Table 11 below:

**Table 11: Results of the Public Consultation and Forums**

Topic Discussed	Response
Different step instructions WMATA followed to develop its DBE Goal-Setting Methodology.	WMATA followed required and approved procedures from FTA and assigned or obtained DBE Goal-Setting 22% were reviewed and approved by WMATA’s Counsel before presenting to the public and minority organizations for their comments.
WMATA’s FTA projected contracting opportunities for Prime and Sub-Contractors.	DBE Office/SBPO Director, Sylvia Edwards informed participants who were present at the forum about WMATA’s numerous business contract opportunities for small businesses.
WMATA’s past DBE participation and attainments for FFY 2015 – FFY 2018.	Participants expressed their appreciation of knowing WMATA’s past DBE attainment since 2015 – 2018.
The importance of maintaining or exceeding the goal setting percentage.	WMATA’s FFY 2020 – 2022 Triennial DBE Goal Setting Methodology and PowerPoint Presentation documents educated participants on the importance, factors and reasons for maintaining and/or attaining a higher goal setting percentage.
The elements of the Goal-Setting Percentage (Race Neutral and Race Conscious).	Participants had the opportunity to learn what is made up of the Goal-Setting percentage.
WMATA’s continuous efforts to ensure and foster DBE and Small Business participation.	WMATA pointed out to participants different measures WMATA will establish, ensure and foster continuous DBE and Small Business participation.

Why minority groups, specifically African Americans, are not winning WMATA’s contract bids and how they could win lots of small business contracts with WMATA.

Sylvia Edwards, Director of Small Business Programs, made mentioned of factors that enable a contractor to win a bid but not limited to the following;

- Must be more qualified as a bidder
- Must be responsive, responsible, and response able
- Must be willing and able to compete effectively for WMATA’s business

Ms. Edwards emphasized that WMATA's contract bidding process is competitive.

WMATA has effectively engaged in public outreach and has provided an opportunity for business owners, industry associations, and community groups to participate in discussions relevant to the goal setting process and reasonably considered the comments and questions received. Therefore, WMATA believes that the proposed triennial overall DBE goal for 2020 – 2022 of 25% accurately reflects the ready, willing, and able DBE firms available for participation on federally funded contracts.

### C. Public Notice

#### ***Public Notice on WMATA’s website and in the Washington Post, publishing the Draft Proposed FTA Overall DBE Goal-Setting Methodology for FFY 2020-2022***

The Washington Metropolitan Area Transit Authority (WMATA), as required by the U.S. Department of Transportation’s regulations, contained under 49 CFR Part 26, publishes notice of the proposed Disadvantaged Business Enterprise triennial goal. The DBE Triennial Overall Goal is **25%** of WMATA’s FTA-projected contracting opportunities and is effective from October 1, 2019 – September 30, 2022. The race/gender-conscious portion of the goal is **11%** and the race/gender-neutral portion of the goal is **14%**. The DBE overall goal is based upon demonstrable evidence of the availability of ready, willing, and able DBEs relative to all businesses ready, willing, and able to participate in FTA-assisted contracts.

WMATA issued a Public Notice on its website publishing the Draft Proposed FTA Overall DBE Goal-Setting Methodology for FFYs 2020-2022 (See ***Exhibit 11*** for a revised public notice). The notice informed the public that the proposed goal and rationale will be available for review and inspection on WMATA’s website for 30 days following the date of the Public Notice, and that WMATA would accept comments on the proposed goal for 15 days from the date of the Public Notice. The review, inspection, and comments are available until **July 20, 2019** at:

Washington Metropolitan Area  
Transit Authority  
Small Business Programs Office  
600 Fifth Street, NW  
Washington, DC 20001

All written comments and any questions should be sent to Sylvia Edwards by email at [sedwards1@wmata.com](mailto:sedwards1@wmata.com). In accordance with the goal-setting and public participation regulatory requirements, WMATA’s DBE and Small Business Office participated as one of the exhibitors and trainees in the following 2018 public outreach, events and trainings organized by institutions in Washington, D.C., Maryland and Virginia jurisdictions.

**Table 12: Outreach/Networking Activities – FFY 2018**

<b>Dates</b>	<b>WMATA Attendees</b>	<b>Event/Location</b>
5/2/2018	Thomas Turner	The DC Chamber Small Business and Economic Development Summit held at the D.C. Convention Center
7/11/2018	Bekwele Amadi Thomas Turner	DC PTAC Summit was held at the Gallaudet Conference Center, Washington, D.C.
7/12/2018	Thomas Turner	Doing business with the airport (MAA) held at MDOT’s Headquarters, Hanover, MD
7/19/2018	Thomas Turner Lilliette Rivera	GM Breakfast “Contract opportunities on the Silver Line Metro” held at American University, Washington, D.C.
7/26/2018	Thomas Turner	MWMCA Minority Business Outreach Fair held at Maryland Live Casino, Ellicott City, MD
7/26/2018	Carl Farmer and Lilliette Rivera	Metropolitan Reverse Trade Show held at UDC University, Washington, D.C.
7/27/2018	Thomas Turner Clemon Hammie	National Black Chamber of Commerce Small Business Summit held at the Gaylord Resort, Oxon Hill, MD
7/28/2018 - 8/1/2018	Rashida Reid Thomas Turner	COMTO National Conference held at the Sheraton Hotel, Baltimore, MD
10/5/2018	Carl Farmer Thomas Turner	The 3rd Annual Montgomery County Procurement Forum at Silver Spring Civic Building, Silver Spring, MD
10/09/2018	Rashida Reid Thomas Turner	MDOT 4th Annual Business and Entrepreneurial Expo, Turf Valley Resort, Ellicott City, MD
10/15/2018	Thomas Turner	Northern Virginia Chamber of Commerce. Small Business Outreach at George Mason University, Arlington, VA
10/16/2018	Lilliette Rivera	Asian Small Business Summit at the Hilton Hotel, Silver Spring, MD
10/30/2018	Bekwele Amadi Thomas Turner	MDOT (MAA) Outreach and Development Workshop held at the BWI Marshall Airport, Linthicum, MD
11/6/2018	Carl Farmer Lilliette Rivera Thomas Turner	8th Annual DBE Summit presented by DC Small Business Office, Gallaudet University, Washington, D.C.
12/4/2018	Thomas Turner	WPEO Annual Breakfast “Access to Opportunities”, held at the Willard Hotel, Washington, D.C.
12/6/2018	Carl Farmer Thomas Turner	MWMCA Minority Business Outreach held at Maryland Live Casino, Ellicott City, MD

**Table 13: Trainings – FFY 2018**

<b>Date</b>	<b>WMATA Attendees</b>	<b>Training Event/Location</b>
9/18/2018 – 9/20/2018	All Staff	Road Worker Protection (RPW) Safety Training held at the MSF Building, Landover, MD
11/7/2018 – 11/9/2018	All Staff	DBE Training Course held at the JGB Building, Washington, D.C.

# SNAPSHOTS OF WMATA PUBLIC PARTICIPATION FOR DBE EVENTS IN 2017 & 2018 (Outreach/Networking Activities and Exhibits)

## D.C. Event, Exhibit 1<sup>16</sup>:



District of Columbia

### 8th Annual Disadvantaged Business Enterprise Summit and Networking Symposium November 6

District of Columbia sent this bulletin at 10/19/2018 03:43 PM EDT



October 5, 2018

#### Media Contacts

**Terry Owens** — (202) 763-8635, [terry.owens@dc.gov](mailto:terry.owens@dc.gov)

**Lauren Stephens** — (202) 465-6112, [lauren.stephens@dc.gov](mailto:lauren.stephens@dc.gov)

### 8th Annual Disadvantaged Business Enterprise (DBE) Summit and Networking Symposium: Linking Businesses to Opportunities for Growth

The District Department of Transportation (DDOT) and the D.C. Division of the Federal Highway Administration in the U.S. Department of Transportation today announce that the 8th annual Disadvantaged Business Enterprise (DBE) Summit and Networking Symposium will be held on Tuesday, November 6, 2018.

The Summit is an opportunity for DDOT and Washington Metropolitan Area Transit Authority (WMATA)-certified DBE firms and other small businesses to learn about upcoming federal-assisted business opportunities. It will also offer a chance for attendees to network with highway and bridge construction-related prime contractors, architectural and engineering consultant firms, DDOT project managers, and other DBE firms and small businesses within the transportation industry.

The 2018 Summit will include a focus on partnerships between prime and sub-contractors and between DDOT and the private sector, and it will also provide important information about insurance and other requirements for firms doing business with DDOT.

<sup>16</sup> Retrieved from Web Site: <https://content.govdelivery.com/accounts/DCWASH/bulletins/2158f0e>

The screenshot shows the GovEvents website interface. At the top, there is a navigation bar with links for HOME, FIND EVENTS, ADVERTISE, MY ACCOUNT, BLOG, and ADD NEW EVENT. A search icon is located on the right. The main content area features the event title "WMATA's Back2Business Procurement Fair" and a promotional image for "THE METRO BACK2BUSINESS FAIR" held at the Washington Convention Center. Below the image are social sharing options and a "Share" button. The event description highlights the opportunity to speak with Metro project managers and mentions a lunch keynote speaker, Robert L. Wallace, CEO of Bithenergy Inc. A sidebar on the right provides details on when (Tuesday, June 20, 2017, 8:00am - 3:00pm) and where (The Walter E. Washington Convention Center) the event is held, along with a website link and a QR code for event conversation.

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**THE METRO BACK2BUSINESS FAIR**  
JUN 20, 2017 8:00am - 3:00pm  
The Washington Convention Center

**Come learn why opportunity rides with Metro at their first annual Back2Business Fair!**

WMATA's Back2Business Fair gives you access to speak to Metro project managers from the IT, Bus, Rail, Construction, Planning, and Real Estate departments and shares upcoming business opportunities. In addition, the fair offers on-site Vendor Registration and the opportunity to begin the Disadvantaged Business Enterprise certification process.

**Get the inside scoop on how to do business with Metro!**

Lunch Keynote Speaker: Robert L. Wallace, CEO Bithenergy Inc. 12:30 PM - 1 PM

- Robert L. Wallace is an accomplished engineer, entrepreneur, author, business consultant, and internationally known keynote speaker. He is the founder of three companies - Bithenergy, Inc., BITHGROUP Technologies, Inc., and EntreTeach Learning Systems, LLC. Bithenergy, Inc. is a dynamic energy engineering and management company that develops and implements energy management, energy efficiency, and renewable energy solutions for government and commercial clients.

**Business Forecasting 10AM - 12PM & 1PM - 3PM**

- Featuring key Metro Stakeholders and decision makers from the areas of IT, Bus, Rail, Construction, Planning and Real Estate that offer the majority of contracts that support Metro's regional Service. Learn about upcoming contracts, key insight about planning to participate in these opportunities and understanding the dollar amount associated with these transactions. This workshop is ideal for companies seeking to take their business to the

**View Exhibitor/Sponsorship Details**

**When**  
Tue, Jun 20, 2017, 8:00am - 3:00pm

**Where**  
The Walter E. Washington Convention Center  
801 Mount Vernon Place NW  
Washington, DC 20001  
[Get directions](#)

**Website**  
[Click here to visit event website](#)

**Organizer**  
[Washington Metropolitan Area Transit Authority](#)

**Join the event conversation:**  
[@WMATA](#)  
[#Back2Business](#)

<sup>17</sup> Retrieved from Web site: <https://www.govevents.com/details/23507/wmatas-back2business-procurement-fair/>

# Metropolitan Washington Area Reverse Trade Show

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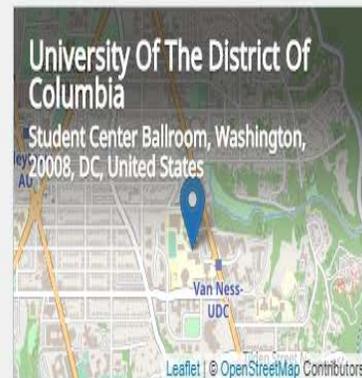
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## 8th Annual Disadvantaged Business Enterprise Summit and Networking Symposium November 6

Friday, October 19, 2018



### Office Hours

Monday to Friday, 8:15 am to 4:45 pm

### Connect With Us

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 Fax: (202) 671-0650  
 TTY: (202) 673-6813  
 Email: [ddot@dc.gov](mailto:ddot@dc.gov)



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Public Meeting Notice

Media Contacts

## 8th Annual Disadvantaged Business Enterprise (DBE) Summit and Networking Symposium: Linking Businesses to Opportunities for Growth



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DC Streetcar will facilitate travel for District residents, workers and visitors by complementing existing transit options, and by creating neighborhood connections where they currently do not exist.

Also, WMATA’s DBE and Small Business Office have participated as one of the trainees and exhibitors in the following 2019 public outreach, events and training been hosted or organized by institutions in Washington, D.C., Maryland and Virginia jurisdictions:

**Table 14: Outreach/Networking Activities – FFY 2019**

<b>Dates</b>	<b>WMATA Attendees</b>	<b>Event/Location</b>
4/16/2019	Carl Farmer Thomas Turner	Get on the Metro Business Tour” Location: 600 5 <sup>th</sup> Street, N.W., Washington, DC
4/18/2019	Bekwele Amadi Thomas Turner Clemon Hammie	“WMATA Pre-Proposal Conference on General Architectural & Engineering Consultant (GEC) On-Call Design Services” Location: 600 5th Street, N.W., Washington, DC
4/18/2019	Rashida Reid Thomas Turner Joseph Badu	“Minority Business Day 2019, Engage, Educate and Empower” Location: Seat Pleasant Activity Center, 5720 Addison Road, Seat Pleasant, MD 20743
4/19/2019	Thomas Turner Clemon Hammie Lilliette Rivera Cletis Cave Jr. Alexis Newbold	“Gannett Fleming/WMATA DBE Outreach & Networking Event” Location: District Architecture, 421 7th Street N.W., Washington, DC
5/9/2019	Thomas Turner Joseph Badu	"CRMSDC Super Matchmaker” Location: 8200 Jones Branch Drive, McLean, Virginia Time: 8:00 a.m. to 4:00 pm
5/10/2019	Thomas Turner Alfonzo Dixon Cletis Cave	“MWMCA Annual Breakfast and Small Business Showcase” Location: Martin’s West Caterers, 7200 Dogwood Road, Windsor, Baltimore MD.
5/10/2019	Carl Farmer Rashida Reid	“DC Chamber of Commerce Small Business and Economic Summit” Location: Walter E. Washington Convention Center, 801 Mount Vernon Place, NW., Washington, DC
5/29/2019	Thomas Turner Alexis Newbold Joseph Badu	“University of the District of Columbia Contractors Outreach” Location: UDC University, 4200 Connecticut Avenue, Washington, DC
6/13/2019	Thomas Turner Alexis Newbold Alfonzo Dixon	“Maryland Transit Authority Outreach Event” Location: Bowie State University, Bowie, MD.
7/12/2019	Thomas Turner Alexis Newbold Alfonzo Dixon	“WMATA’s Procurement Fair” Location: University of Maryland, College Park, MD
7/25/2019	All Staff	“Metropolitan Washington Area Reverse Trade Show” Location: University of the District of Columbia, Washington D.C.

**Table 15: Trainings – FFY 2019**

Date	WMATA Attendees	Training Event/Location
3/21/2018 – 3/22/2019	Joseph Badu	Road Worker Protection (RPW) Safety Training held at the MSF Building, Landover, MD
5/6/2019 – 5/8/2019	Thomas Turner Rashida Reid Lilliette Rivera	Introduction to Procurement Training held at WMATA Jackson Graham Building Washington, D.C.

**SNAPSHOTS OF WMATA PUBLIC PARTICIPATION FOR DBE EVENTS IN 2019**  
(Outreach/Networking Activities and Exhibits)

**Maryland Event, Exhibit 5:**

MWMCA - 16th Annual 2019 Spring Breakfast Meeting/Business Showcase Expo
Page 1 of 2

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### 16th Annual 2019 Spring Breakfast Meeting/Business Showcase Expo

16th Annual 2019 Spring Breakfast Meeting/Business Showcase Expo

[Register](#)

**Event Flyer**

**When**  
Friday, May 10, 2019  
7:30am - 12:30pm

**Where**  
Martin's West  
6817 Dogwood Road  
Baltimore, MD 21244  
[Directions](#)

**2019 Spring Breakfast Honoree List**

**Keynote Speaker**



**Calvin G. Butler, Jr.**  
 Chief Executive Officer (CEO)  
 Baltimore Gas and Electric Company (BGE)

**Day of Event Schedule (General)**

**Exhibitors List (Over 90 Participating Companies)**

**Event Floor Plan**

Matchmaking Meetings will be conducted to provide small businesses an opportunity to meet face to face, one on one with representatives from leading prime companies.

The Matchmaking Meeting Schedule will be published and emailed on Friday, April 26, 2019 to all registered attendees.

**Matchmaking Meeting FAQs for Small Businesses**

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NAICS Code(s)

Certification Type

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Minority Status

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Contact Name

City

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	SB & COMPANY, LLC <small>A PROFESSIONAL CORPORATION OFFERING FINANCIAL SERVICES TO SMALL BUSINESS OWNERS</small>	STROUD PRIEST <small>ATTORNEYS AT LAW</small>	
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	NORTHROP GRIFFIN	ELOCEN <small>ENERGY</small>	Washington Gas <small>MEMBER OF THE WASHINGTON GAS &amp; ELECTRICITY COMPANY</small>
	M <small>MEMBER</small>	Zillion <small>TECHNOLOGY</small>	
<b>SILVER</b>	Ahold USA	Bank of America	HORSESHOE <small>ENERGY SERVICES</small>
	leidos	LORENZO MARTIN	Marriott
	Pearson	sodexo	UNITED STATES POSTAL SERVICE
	WELLS FARGO	WSSC <small>Water &amp; Sewer Utility</small>	<b>GRANITE</b> verizon
			<b>MEDIA</b> EPOCH MEDIA GROUP

2019 SUPER MATCHMAKERS CONFERENCE 3

## Super Matchmaker Conference

9:45A – 11:15A

### CORPORATE ROUNDTABLE DISCUSSIONS

**Joan Hairston**  
Director Corporate Services, CRMSDC

**Kevin Williams**  
Chair, MBE Input Committee; CEO, TekConnX  
Corporate Members host Roundtables. Our round-robin scheduling format is geared to allow multiple access for our corporate members and MBE suppliers.

11:20A – 12:00P

### SPECIAL FEATURE facebook

#### “LEVERAGING FACEBOOK FOR BUSINESS SUCCESS”



**Jason Trimiew**  
Head of Supplier Diversity  
Facebook

12:00P – 1:00P

### LUNCH / BRIEFING

We aren't wasting any time! Grab a lunch and grab a seat. Don't miss today's Hot Topics!

6 Capital Region Minority Supplier Development Council (CRMSDC)

## AGENDA

12:15P – 1:00P

### HOT TOPICS DISCUSSION

Our knowledge exchange continues over lunch. Be prepared to take notes! Don't miss valuable information from experts who will speak about opportunities in the areas of infrastructure, bio-metrics and innovation.



**George Mechler**  
Vice President North America Purchasing  
IDEMIA



**Patricia Tomczyszyn**  
Technology Transfer & Commercialization Program Manager  
MBDA



**T. Suzette Moore**  
Chief Procurement Officer  
Washington Metropolitan Area Transit Authority

–HOT TOPIC–  
Bio-Metrics

Ann Ramakumaran  
CEO  
Ampcus

–HOT TOPIC–  
Innovation

Gail Bassette  
Executive Director  
FPC

–HOT TOPIC–  
Infrastructure Opportunities @ Metro

Dennis Smith  
Executive Director  
MBDA, DC

INTRODUCTIONS BY

1:00P – 2:00P

### NETWORKING WITH A PURPOSE

1:15P – 3:45P

### 1-ON-1 MATCHMAKING SESSIONS

Pre-scheduled appointments - invitation only. During this time, corporate members will meet with pre-selected NMSDC-certified MBEs. If you have an appointment, don't be late!

2019 SUPER MATCHMAKERS CONFERENCE 7

**Maryland Event, Exhibit 7:**

## Minority Business Day 2019

Thursday, April 18, 2019 from  
10:00 AM to 2:00 PM (EDT)

Seat Pleasant Activity Center  
5720 Addison Road  
Seat Pleasant, MD 20743

[View Map](#)



Want company? Share this event!



# Eventbrite

**D.C. Event, Exhibit 8:**



[ABOUT US](#)

[DC COMMERCE](#)

[DC ADVOCACY](#)

[VISIT DC](#)

[CONTACT US](#)

**2019 Small Business & Economic Development Summit**

**WHEN:** May 10, 2019 @ 8:00 am – 2:00 pm  
**WHERE:** Walter E. Convention Center  
801 Mt Vernon Pl NW  
Washington  
DC 20001  
**CONTACT:** Janelle Morris  
 202-347-7201  
 Email  
 Event website [↗](#)



- [Calendar](#)
- [Tickets](#)
- [Add to Calendar](#)



The DC Chamber of Commerce's 2019 Small Business and Economic Development Summit is the Chamber's annual event recognizing business accomplishments and connecting corporate and government buyers with Washington area business.

All aspiring entrepreneurs, small business owners and non-profit leaders are encouraged to attend this opportunity to network and discover many available resources.

**EXPO AND WORKSHOPS ARE FREE**

*Bonding, Retail Buying, Sports Betting, Economic Development Incentives, Financing and much more!*

**ADMISSION FEE FOR SMALL BUSINESS AWARDS LUNCHEON**

Maryland Event, Exhibit 9:



**Md. Washington  
Minority Companies Association**  
Connecting Large & Small Businesses to Work Together



**One Maryland**  
A Leader of Diversity  
for the Inclusion of  
Minority Owned Firms

**16<sup>th</sup> Annual 2019 Spring Breakfast**  
*Meeting/Business Showcase Expo* Friday, May 10, 2019

*Keynote Speaker*



**Calvin G. Butler, Jr.**  
Chief Executive Officer  
Baltimore Gas and Electric Company (BGE)

*Most Distinguished Business  
Leader of the Year*



**Kelly M. Schulz**  
Secretary  
Maryland Department of Commerce

*Best Corporate Advocate for  
Minority Business Enterprise*



**Kyle Patterson**  
Director of Economic Inclusion  
Johns Hopkins University

**For Small, Minority and Disadvantaged Businesses:**

- Attend the breakfast awards ceremony to network and honor supplier diversity leaders.
- Attend the Business Expo and meet 80+ exhibitors representing prime construction, healthcare, utilities, education, government and more.
- Schedule private business-to-business Matchmaking Meetings with prime representatives.
- Learn how to do business with prime companies and government agencies.
- Learn more information about Minority/Women-Owned Business Certifications.

Identify businesses to work with at the: **Business Showcase Expo**

Network with supplier diversity leaders at the: **Breakfast Awards Ceremony**

**For Large Businesses and Government Agencies:**

- Attend the breakfast awards ceremony to network and honor supplier diversity leaders.
- Receive a Minority Outreach Certificate to document diverse supplier outreach.
- Host private Matchmaking Meetings with small businesses.
- Identify diverse suppliers for business opportunities.
- Build a database of minority/women-owned businesses.
- No obligation to purchase from or utilize any attending small business.

**Sponsorship, Exhibitor and Advertisement Opportunities:**

- See the 2019 Sponsorship Opportunities Booklet for sponsorship, exhibitor and advertisement opportunities or give us a call for more information.
- Get ad creation and design assistance for an additional reasonable rate.
- Visit [www.mwmca.org](http://www.mwmca.org) for complete event information and updates.

Contact us by phone (443-759-8580), email ([events@mwmca.org](mailto:events@mwmca.org)), or fax (888-609-8318) to place your order or for questions. Use "Spring Breakfast 2019" as the subject when contacting us via fax or email.

**Where:**

**Martin's West**  
6817 Dogwood Road  
Baltimore, Maryland 21244

**When:**

**Friday, May 10, 2019 • 7:30 am - 12:30pm**

**REGISTER TO ATTEND!**  
<https://2019springbreakfast.eventbrite.com>  
Breakfast Awards Ceremony & Business Expo  
(General Admission) Tickets - \$60.00 pp  
Business Expo Only Tickets - FREE



**Md. Washington  
Minority Companies Association**  
Connecting Large & Small Businesses to Work Together

PO Box 29602 Baltimore, MD 21216 • Phone: 443-759-8580 • Fax: 1-888-609-8318  
E-mail: [events@mwmca.org](mailto:events@mwmca.org) • Website: [www.mwmca.org](http://www.mwmca.org)

Northern  Virginia Hispanic  
Chamber of Commerce

## Other Transactional Authority - OTA Seminar

Featuring Speaker: Michael Derrios Senior Procurement Executive and  
Head of Contracting for the United States Coast Guard.

**April 18, 2019**  
**2:00 PM to 6:00 PM**

## OTA Seminar

Other Transactional Authority

Defense Contractors, especially those new to the federal space, should be on the lookout for streamlined OTA procedures to pursue research development and prototype opportunities in the federal marketplace.

**APRIL 18, 2019 | 2-6 PM**

CGI Federal Innovation Center  
1000 N Glebe Rd 9th floor, Arlington, VA 22201

Northern  Virginia  
Hispanic Chamber of Commerce



**Featured Speaker**

**Mike Derrios** | *Head of Contracting, U.S. Coast Guard*

Mike Derrios currently serves as Senior Procurement Executive and Head of Contracting Activity for the United States Coast Guard. He has responsibility for all contracting functions within the agency, including over 500 civilian and military personnel throughout the United States and abroad.

Mr. Derrios is a recognized leader in the field of government acquisition with more than 20 years of federal and private sector experience. He is a member of the Senior Executive Service.

**Exhibit 11**

Home | Business | Small Business Programs | Disadvantaged Business Enterprise (DBE) Program Information

SMALL BUSINESS PROGRAMS

Disadvantaged Business Enterprise **Copy**

Small Business Enterprise (SBE)

Small Business and Local Preference Program

Newsletters

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 SUBSCRIBE TO METRO NEWS RELEASES

**SUBSCRIBE**

[Metro's privacy policy](#)

## Disadvantaged Business Enterprise (DBE) Program Information

Pursuant to 49 CFR Part 26, it is the policy of the Washington Metropolitan Area Transit Authority (WMATA) that disadvantaged business enterprises (businesses owned by women and minorities) as defined by U.S. Department of Transportation regulation 49 CFR Part 26 shall have a fair opportunity to compete for and participate on WMATA contracts and subcontracts. For any questions about the program or prompt payment questions, please email at [DBEHotline@wmata.com](mailto:DBEHotline@wmata.com).

 **The Public Notice for Disadvantage Business Enterprise Goal for FFY 2020 - 2022**

 [DBE Program Plan](#)

Metro 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.

The goal may be satisfied by utilizing one or more DBE's 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 was executed. DBE firms may also participate as prime contractors.

 [WMATA DBE Goal Setting and Methodology](#)

 [DBE Goal Setting Methodology Concurrence Letter](#)

Inform     BE program obligations of Metro bidders) may be

**PUBLIC NOTICE**

**Disadvantaged Business Enterprise (DBE) Goal for Federal Fiscal Years 2020-2022**

The Washington Metropolitan Area Transit Authority (WMATA) has established a Disadvantaged Business Enterprise (DBE) program in accordance with the U.S. Department of Transportation (DOT), 49 Code of Federal Regulations (CFR), part 26. The Triennial Goal is established to help ensure that DBEs have an equal opportunity to participate in WMATA's DOT-assisted contracts.

WMATA has revised its proposed overall DBE to **25%** for DOT-assisted contracts. The overall goal is for the three-year period from **October 1, 2019** through **September 30, 2022**. **14%** will be attained through race-conscious methods and **11%** will be attained through race-neutral methods. The overall goal is expressed as a percentage of all FTA-assisted funds that WMATA will expend in applicable FTA-assisted contracts during the triennial goal period.

WASHINGTON METROPOLITAN AREA TRANSIT AUTHORITY  
(WMATA)



**PUBLIC COMMENT FORM**

**DBE Contract Goal Setting Methodology, FFY 2020 – 2022**

Sylvia Edwards, Director Small Business Program  
Small Business Procurement Office/DBE Office  
(202)-962-2480, sedwards1@wmata.com  
<https://www.wmata.com/>

Name: Dennis C. Smith Date: 7/17/2019

Company: Washington D.C. MBDA Business Center

Email: d.smith@mbdabc-cr.com Phone: 301 245 0690

**Exhibit 13**

**COMMENTS:**

*No Comments*

WASHINGTON METROPOLITAN AREA TRANSIT AUTHORITY  
(WMATA)



**PUBLIC COMMENT FORM**

**DBE Contract Goal Setting Methodology, FFY 2020 – 2022**

Sylvia Edwards, Director Small Business Program  
Small Business Procurement Office/DBE Office  
(202)-962-2480, sedwards1@wmata.com  
<https://www.wmata.com/>

Name: Mary Wright

Date: 7/7/19

Company: Department of Small and Local Business Development  
DSLBD

Email: mary.wright2@dc.gov

Phone: 202-716-1935

**Exhibit 15**

**COMMENTS:**

Very interesting training and methodology,  
I enjoyed the step by step instructions and  
learning more about WMATA's goal  
setting process. Thanks!

Exhibit 16

Sign-In Sheet for Prime & Sub Contractors Attending WMATA's FFYs 2020 - 2022 Triennial DBE Goal Setting Public Forum					
Tuesday, July 16 2019 at 1:00 PM - 4:00 PM					
WMATA, Jackson Graham Building					
600 5th Street, NW,					
Washington, DC 20001					
Organization Representative (Who is Attending the Forum)		Organization	Prime	DBE Sub	Signature
Name	Title		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	
Sharlene Reed	Diversity Coord.	WMATA/schedule.com			Sharlene
Cletis Cave	Analyst	WMATA Analyst			Cletis Cave
* Mary Wright	Analyst	DSLBD			Mary Wright
Rashida Reid	Sr. Small Business Asst	WMATA			Rashida Reid
Anthony Conery	PROGRAM MANAGER	TMG CONSTRUCTION	<input checked="" type="checkbox"/>		Anthony Conery
John Minkwitz	Bus Operator	WMATA			John Minkwitz
Lilliette Rivera	S.B. Analyst	WMATA			Lilliette Rivera
Vern Smith	Proj. Director	Washington MBDA BusCtr			Vern Smith
Joseph Bady	SB. Analyst	WMATA			Joseph Bady

\* Only 1 minority organization's representative attended the public forum \*

## **IX. CONCLUSION**

In conclusion, WMATA will continue to analyze the DBE awards and commitments reported to the FTA on a semi-annual basis. If the DBE awards/commitments are less than the overall DBE goal, WMATA will develop and submit a written analysis of the shortfall, as well as the corrective actions which will be implemented to remedy the shortfall. Also, if any significant changes are made to WMATA's FTA-assisted contracting program, WMATA will re-calculate the overall DBE goal and, if warranted, submit an adjusted overall DBE goal for FTA approval.

## X. TABLE OF ACRONYMS

Acronym	Term
CBP	County Business Patterns (Census Bureau)
CFR	Code of Federal Regulations
CLM	Contract Lifecycle Management
CIP	Capital Improvement Projects
CRMSD	Capital Region Minority Supplier Development Council
DBE	Disadvantaged Business Enterprise
DOT	Department of Transportation
FFY	Federal Fiscal Year
FTA	Federal Transportation Administration
MDOT	Maryland Department of Transportation
MPP	Median Past Participation
MPR	Multi-Processor Rail
WMSA	Washington D.C. Metropolitan Statistical Area
MWMCA	Maryland Washington Minority Companies Association
MWUCP	Metropolitan Washington Unified Certification Program
NAICS	North America Industry Classification System
PRC	Procurement Review Committee
RC	Race-Conscious
RN	Race-Neutral
RWA	Ready, Willing, and Able
RWP	Roadway Worker Protection
SBE	Small Business Enterprise
WMATA	Washington Metro Area Transit Authority