A Small Business Programs Office Publication

# **Greetings Small Business Community**

It's summertime and projects, contracts and task orders tend to pick-up during this time of year. Make sure you are staying in the loop with WMATA by ensuring your contact information is updated. The Small Business Programs Office (SBPO) sends out information on upcoming outreaches, our SBPO Newsletter and contracting opportunities on a regular basis. Please make sure your contact information with us is current.

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 you 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 our events. If for some reason you missed any of our outreach trainings/events, you can find the 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 I WMATA to learn more about how to become certified with WMATA in one or more of the following socioeconomic programs:

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

Meshelle M.V. Howard, MCA

# Meshelle MV. Howard Recognized For Her Contributions to Small Businesses in the Black Community!

We would like to congratulate our Director, Meshelle MV Howard! During the BMoreNews.com hosted event Black-Owned, Meshelle was presented with The Joe Manns Black Wall Street Award.

"Saturday started off with such good Blessings, thank you Donald Morton "Doni" Glover for the recognition and award for my support of Small Businesses. Thank you SMonique Smith for the beautiful flowers and your consistent support, and uplifting motivation. love you both"

both"

Meshelle MV Howard



# **CONNECTIONS WERE MADE**

#### SDBX Outreach with Clark Construction

WMATA's Small Business Program's Office was invited on the panel of Clark Construction's Mid-Atlantic Small & Diverse Business Expo. Meshelle MV Howard, Marlo Johnson and Michael Bing represented WMATA during the event and provided small businesses with opportunities to partner with Metro.





Meshelle Howard & Darren Brown

Marlo Johnson & Michael Bing

## **Department Highlight**

# PROCUREMENT INVENTORY

### What does Procurement Inventory do?

The PRMT-Inventory Team is responsible for the purchasing of inventory stock products and non-stock products in order to support the maintenance operation to the AFCS/BUS/ELES/PLNT/RAIL, etc.. The purchasing of inventory stock and non-stock is critical to the integrity of The WMATA's ability to provide a safe and reliable transit system to its stakeholders and patrons through-out the District of Columbia, Maryland and Virginia, transit zone. These procurement actions consist of the purchasing of components that fall within the Micro-purchase threshold and the Simplified- purchases threshold, not-to-exceed \$250K.

### How to Register:

The registering of small, minority and women owned business in the Procurement Portal "doing business with WMATA" is the best benefit.

Unfortunately, there is not a registration process that automatically adds a vendor to the Maximo inventory system. A vendor that sells product in support of inventory stock, will have to meet with the program, "AFCS/BUS/ELES/PLNT/RAIL" engineering group to discuss the product(s) that they sell as well as submit the technical specification to Engineering for review. Once a product has been reviewed/approved, there are other steps in the Maximo Inventory System processes such as the WMATA-Supply Chain Management (SCM) process that PRMT has no knowledge. As I stated above, the Maximo inventory approval process is complexed.

# SBPO'S DBE SUCCESS STORIES

Susan Fitzgerald & Associates, Inc.

#### What kind of services do you normally provide to WMATA?

We specialize in Information Technology and Management Consulting Services. Services include application development, testing, implementation and maintenance; accounting, financial management and strategic planning; business intelligence, data analytics and reporting; cybersecurity, information assurance and IT security programs; enterprise and service oriented architecture; business analysis and IT customer support; human capital management and business process improvement; independent verification and validation, and quality assurance; organizational change management and communications; networking and telecommunications; program and project management; staff augmentation; and, training and professional development.

#### During the beginning of COVID in 2020, how did your business impact the needs of WMATA?

Information technology and associated program management services were critical for WMATA during the beginning of COVID in 2020 and throughout the pandemic. SFA impacted the needs of all WMATA Transit, Customer, Business and Operations in many ways during this time. To name a few, we were instrumental in providing cybersecurity program, audit and operational support; establishing secure networks and communications; providing project management, business analysis, development and quality assurance for several departments and offices; selecting and implementing Cloud solutions; integrating data warehouse applications and providing business intelligence and dashboard reporting; developing and implementing web applications; providing strategic planning, organizational change management, communications and training.

#### What advice would you like to give other small businesses interested in partnering with WMATA?

Some advice I would like to give to other small businesses is to register in the WMATA Vendor System; continuously view the WMATA Procurement Opportunities for Active Solicitations; read the solicitation details carefully to understand business and submittal requirements; attend pre-proposal meetings; ask questions if you need additional understanding or clarification; participate in Metro's Small Business and Disadvantage Business Outreach events; and, network with other businesses for potential teaming. I also recommend providing a bid or proposal response to as many solicitations as you can for potential business opportunities. If unsuccessful in an award, request a debriefing to learn how to improve on future responses.

#### Do you have anything you want to add for small businesses to know?

The WMATA Small Business Programs Office and Procurement and Contracting Office teams are extremely helpful in answering questions and providing support to all businesses. If you do not know how to do something, or are experiencing challenges, just contact them for assistance. Also, remember to apply for all eligible certification programs and submit the annual documentation to maintain active certifications.

#### SanDow Construction, Inc.

#### What kind of services do you normally provide to WMATA?

SanDow provides COVID disinfection, asbestos & lead abatement as well as select demolition for WMATA.

#### During the beginning of COVID in 2020, how did your business impact the needs of WMATA?

At the beginning of COVID 2020, our business experienced exponential growth due to WMATA. We were contracted by WMATA for On Call COVID disinfection and that new business segment filled in our existing construction & environmental decline on the Federal Government side. At its peak we had 150 people working daily.

#### What advice would you like to give other small businesses interested in partnering with WMATA?

Pursue opportunities to do business with WMATA and be ready when the need arises. That means have the people, banking & knowledge to excel, should the need arise.

#### Do you have anything you want to add for small businesses to know?

As with any partnership, the relationship is the key. Establish relationships and always do what you say you will do.

### Revella Consulting Group

#### What kind of services do you normally provide to WMATA?

Revella Consulting Group Inc dba Revella Group for the past twelve years has specialized in engineering, construction, and program management services. We are one of the few WBE/MBE Program Management and engineering support firms that specialize in large scale transportation system projects. We have performed and continue to provide a range of task order services for WMATA including construction inspection services, art-in-transit/visual arts program support, cost estimating and project controls, design and construction management for rail and bus system facilities, ridership tracking, root-cause analysis and identification of process gaps and ongoing engineering support services.

#### During the beginning of COVID in 2020, how did your business impact the needs of WMATA?

During the beginning of COVID in 2020, we engaged with our Prime contractors and WMATA to pivot staff and implemented new work schedules that minimized any loss of time and front-line personnel. We worked with WMATA to take advantage of the low ridership to ramp up stations/platforms rebuilding projects ensuring continued availability of our engineers and inspectors as needed especially during nightwork. It was essential to have coverage for sick or unavailable personnel. Our built in operational and resiliency plan enabled us to keep all our personnel working with minimal disruption to WMATA projects throughout the COVID shutdown.

#### What advice would you like to give other small businesses interested in partnering with WMATA?

WMATA is an agency that connects communities, providing far reaching social and economic impacts within our DMV area. The best approach for any small business is to build relationships with the WMATA small business office, WMATA Prime contractors and other Subcontractors.

Revella Consulting Group success thus far has been because of long term relationships with WMATA Prime contractors such as Gannett Fleming, Parsons, Jacobs Engineering and Atkins. Teaming with a Prime contractor that is focused on engaging small businesses is just the first step. Small businesses should also strive to bring in an informed and experienced staff that will implement WMATA's goals of a modern and efficient transportation system. Working on large scale projects require a symbiotic mindset. The agency, the Prime contractors and the Subcontractors work collectively across various jurisdictions to simultaneously complete complex intersecting projects.

#### Do you have anything you want to add for small businesses to know?

I consider myself and our personnel as transformers. Our business is not only to engage the community in realizing the benefits of infrastructure projects in their neighborhoods, but to optimize the economic value of each county and city. The DMV region is the 3rd largest economy in the US and the 7th largest in the World. Small businesses are the backbone of that drive.

It is essential for us as small businesses to aid in the recovery of our region after the COVID impact. During unprecedented times such as a pandemic outbreak, it is vital that small businesses have disaster recovery plans in place that shore up critical services that our agencies such as WMATA and Prime contractors require.

Labor shortage is one side effect of COVID pandemic and finding new and innovative ways to capture and retain experienced personnel is key to success i.e., offering flexible schedules, additional fringe benefits and an engaging work culture.

Final words: know your strengths, know your niche and be persistent. It is also important to be able to communicate effectively, respond quickly to immediate support requests that WMATA or the Prime may issue and or upcoming opportunities. Invest in an experienced back office and management team that will propel your business forward faster.

# House Passes Bill Increasing Importance of Subcontracting Plan Performance as an Evaluation Factor

On June 8, 2022, the U.S. House of Representatives passed a bill, referred to as H.R. 7694, "Strengthening Subcontracting for Small Businesses Act of 2022" (the Bill). The Bill seeks to amend the Small Business Act by requiring federal agencies to more broadly consider the content of subcontracting plans and subcontracting plan performance when evaluating large businesses for federal contracts. If enacted, the Bill should encourage large businesses to subcontract more work to small businesses and to achieve their small business subcontracting goals.

As it stands, the Small Business Act requires that when evaluating offers from large businesses, federal agencies consider as significant factors, in certain circumstances: (1) the rate provided under the offeror's subcontracting plan for small business participation and (2) when evaluating past performance, the extent to which the offeror attained its small business participation goals during performance. These requirements, however, are narrow in scope. Indeed, federal agencies are only instructed to consider these factors when evaluating offers for bundled contracts after the agency determines that the contract offers a "significant opportunity for subcontracting." The Bill broadens the application of these factors in two critical ways.

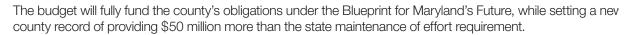
First, the Bill requires that federal agencies consider these evaluation factors when evaluating offers for any contract that requires a subcontracting plan, and not simply for bundled contracts with a significant opportunity for subcontracting. Second, rather than simply requiring federal agencies to evaluate the rate of small business participation promoted in an offeror's subcontracting plan, the Bill requires federal agencies to evaluate the description in the offeror's subcontracting plan of the extent to which it proposes to use small business subcontractors, at any tier.

Although subcontracting can be an excellent opportunity for small businesses to enter and grow in the federal marketplace, there is concern in the industry that large businesses do not always achieve their small business goals and that when they fail to do so, small businesses are the ones that truly suffer. By requiring agencies, when evaluating any offer for a contract that requires a subcontracting plan (i.e., generally speaking, any contract to a large business with a value over \$750,000 or \$1.5 million for construction), to meaningfully consider the content of an offeror's subcontracting plan—and not merely its aspirational goals—and the extent to which the offeror attained its small business goals in the past, the Bill provides much needed transparency and oversight in the area of small business subcontracting. Moreover, because the Bill makes subcontracting plans and subcontracting plan performance significant evaluation factors for large businesses, it should incentivize large businesses to meaningfully utilize small business subcontractors and to achieve their small business goals.

# **Anne Arundel County Passes Fiscal '23 Budget**

The Anne Arundel County Council passed County Executive Steuart Pittman's fiscal 2023 budget in a bipartisan 6-1 vote.

The budget includes a tax cut that lowers the income tax rate on the first \$50,000 of taxable income for every taxpayer while setting the property tax rate further below the cap than ever before in county history. The budget will grow the County's rainy day fund while reducing borrowing and eliminating the structural deficit created during the COVID-19 pandemic.





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

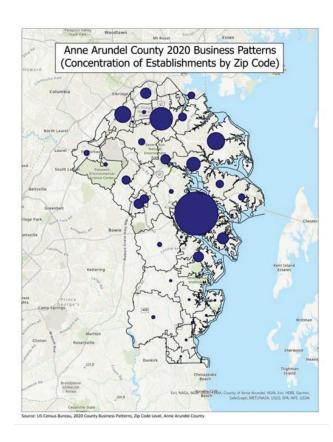
# 2020 Anne Arundel County Business Patterns Report

In May of 2022, the U.S. Census Bureau released its annual County Business Patterns (CBP) zip code-level by industry economic data. This data series covers most North American Industry Classification System (NAICS) industries (with employees), excluding only agriculture (crop and animal production), rail transportation, Postal Service, soleproprietorships, public administration, and most establishments reporting government employees.

For this report, Anne Arundel Economic Development Corporation (AAEDC) presented the Census Bureau's establishment numbers by the number of employees and by NAICS industry sectors for Anne Arundel County as a whole.

Examining the data the County Business Patterns provides for Anne Arundel County, most businesses with employees are small businesses. There are 11,882 establishments with fewer than 20 employees, accounting for 82% of the total employer establishments in the county. Overall, 95.8% of all businesses in Anne Arundel County are small businesses with fewer than 20 employees.

The top three sectors by number of employer establishments in Anne Arundel County are Professional, Scientific, and Technical Services; Retail Trade; and Construction, whereas the top three sectors by employment are Professional, Scientific, and Technical Services; Retail Trade; and Accommodation and Food Services.





# Biden Administration Announces Over \$368 Million in Grants to Improve Rail Infrastructure, Enhance and Strengthen Supply Chains

46 Projects in 32 States to Modernize Rail Across Rural & Urban Communities Will Enable Economic Growth

WASHINGTON, D.C. – The Federal Railroad Administration (FRA) today announced over \$368 million in Consolidated Rail Infrastructure and Safety Improvements (CRISI) grant program funds to 46 projects in 32 states and the District of Columbia. These investments will play a crucial role in modernizing our country's rail infrastructure and strengthening supply chains, helping to reduce congestion and get people and goods where they need to go quickly and more affordably. The program will create good-paying jobs and benefit urban and rural communities across the country.

The selected projects announced today will not only improve and expand passenger rail and fund conventional and high-speed rail, but they will also increase supply chain resilience and fluidity, support short line railroads, invest in new technology and safety advancements, and benefit rail industry workforce development and training activities – helping to create jobs and increase economic growth.

President Biden's Bipartisan Infrastructure Law has nearly tripled funding for this critical rail infrastructure program - to \$1 billion a year for the next five years. Strengthening supply chains and increasing the productive capacity of the economy are key tenets of President Biden's plans to get goods from ships to shelves more quickly and lower costs for American families.

"Americans deserve a world-class rail system that allows people and goods to get where they need to go more quickly and affordably, while reducing traffic and pollution on our roads," said U.S. Transportation Secretary Pete Buttigieg. "We're proud to award these grants to improve passenger rail for riders and strengthen the freight rail that makes our supply chains and our economy work."

"This round of CRISI grants – one of the largest ever – is a major step forward for the Biden-Harris Administration's efforts to revitalize and rebuild the country's infrastructure," said FRA Administrator Amit Bose. "These awards will allow FRA to support rail projects that lay the groundwork for future economic growth."

CRISI aims to advance intercity passenger and freight rail projects that promote FRA's key goals of safety, economic growth, transportation equity, and sustainable and resilient infrastructure. CRISI-funded projects will enhance multi-modal connections, address slow orders, and fix up 100-year-old track to speed up the movement of goods from ports to rail to trucks to shelves. As the nation continues to recover from the COVID-19 pandemic, these upgrades and expansions will help state and local governments and rail carriers meet renewed travel demand and strengthen supply chains.

Examples of projects funded this year FY2021 Selections:

- Heart of Georgia Americus Sub Upgrade Project (Up to \$6,190,137) Georgia Department of Transportation
- The proposed project will replace approximately 18 miles of rail, 2,750 crossties, and make many more rail upgrades between Preston, GA and Cordele, GA. These improvements will accommodate 286,000-pound loads and improve reliability, efficiency, and safety by eliminating slow-orders along 51 miles of Heart of Georgia Railroad (HOG) lines that connect at the Cordele Inland Port.
- Port of Baltimore Rail Capacity Modernization Project (Up to \$15,680,000) Maryland Port Administration
- The proposed project will construct four new working tracks and two crane rail beams within the Port of Baltimore's Seagirt Marine Terminal in Baltimore, Maryland. The proposed improvements aim to meet demand in intermodal volumes. The Seagirt Terminal supports multi-modal connections with rail, road, and water to both Norfolk Southern and CSX railroad, which support freight traffic to East Coast and Midwest markets. This intermodal connection will help reduce congestion and speed up the movement of goods.
- Raleigh to Richmond Corridor Infrastructure Engineering & Safety Program (Up to \$57,900,000) North Carolina Department of Transportation
- The proposed project will perform surveys and complete preliminary engineering for Raleigh to Richmond (R2R) Corridor Program improvements between Raleigh, North Carolina, and Richmond, Virginia. Included in this project is the construction of a grade separation on the S-Line in Wake Forest, NC. The project will advance the next phase of the R2R corridor development, which will eventually result in new intercity passenger rail service on a state-owned route that will access currently underserved and minority rural communities with rail service, as well as improve travel times on the existing Amtrak Silver Meteor service.
- Southwest Kansas Infrastructure Upgrade Project (Up to \$10,991,971) Kansas Department of Transportation
- The proposed project will make a series of improvements on the Cimarron Valley Railroad (CVR) in from Dodge City to Hugoton, Kansas. The project will replace approximately 51,618 crossties, relay 3.7 miles of rail in curves, apply new ballast to 67 miles of track, and surface 85 miles of track. These improvements will enable the rail to support biodiesel transport operations as well as local agricultural products, raise the allowable speed from 10 mph to 25 mph, and increase the weight capacity.
- Florida Panhandle Rural Capacity Expansion Project (Up to \$8,300,000) Florida Gulf & Atlantic Railroad, LLC
- The proposed project will replace approximately 70,000 ties, install approximately 14,300 new ties, rehabilitate 11 sidings, and makes repairs to 60 grade crossings between Jacksonville and Pensacola, Florida. This project will improve the track structure, which will increase the line capacity in order to serve growing demand.
- Great Lakes Corridor Improvement (Up to \$21,340,300) Michigan Department of Transportation
- The proposed project will rehabilitate track and rail assets operated by the Great Lakes Central Railroad (GLC) just north of Ann Arbor, Michigan. Specifically, the project includes installing 4.25 miles of new rail, eliminating joints on an additional 41.25 mainline track miles, replacing or rehabilitating 11 bridges and culverts, and installing approximately 30,000 ties on mainline and siding track. The project will result in fewer track defects, derailments, and other maintenance problems associated with rail joints. The project qualifies for the statutorily required set-aside for rural investment.
- Development and Implementation of HBCU Based Railroad Engineering Program for Underrepresented Communities (Up to \$4,592,637) University of Delaware
- o University of Delaware will partner with Morgan State University (MSU), a Historically Black College and University (HBCU) in Baltimore, MD to create a railroad engineering program. The creation of this program would provide a model for expansion of similar programs to other HBCUs.

By statute, a minimum of 25 percent of this funding must be awarded to rural projects, and this announcement includes nearly double the required investment in rural communities, which underscores the Biden-Harris Administration's commitment to addressing the needs of rural communities. In addition, \$87.6 million is for projects that support the development of new intercity passenger rail service, and \$25.7 million is for capital projects or engineering solutions targeting trespassing, exceeding the required statutory minimums. Historically, CRISI has funded projects that improve safety and railroad infrastructure, reduce congestion, relocate rail lines, conduct rail-related research, and enhance multi-modal connections between rail and other modes such as ports or intermodal facilities. Workforce development projects are also eligible to support the education and training needs of rail workers.

The CRISI program has drawn significant interest from states, local communities, and rail stakeholders since its inception, and this year FRA received more than \$1.1 billion in CRISI requests, which far exceeds the available funding. FRA applied rigorous selection criteria to ensure that eligible projects would serve communities by enhancing safety, creating economic opportunities, providing energy efficient transportation options, and helping the country's world-class freight network meet growing demand.

#### Metro Takes Control of Silver Line Extension

The 11.4-mile extension, which includes six new stations and a new rail yard, was previously controlled by the Metropolitan Washington Airports Authority. The formal transfer of the project's governance on June 23 is known as the "Operational Readiness Date," WMATA officials said in a press release.

The opening date for passenger-rail service will follow action from WMATA's board on final acceptance of the line from the MWAA.

"This milestone enables our team to test the tracks and systems, train and familiarize our workforce on yard operations, mainline and stations and ensure that we provide safe and reliable service for customers on the extension," said WMATA Interim General Manager and CEO Andy Off.

The Silver Line Extension will connect WMATA's system with Herndon and Loudoun counties in Virginia, as well as Washington Dulles International Airport. The new rail yard is situated on 90 acres with storage capacity for 168 rail cars and new maintenance and inspection facilities.



#### Metro returns 8 of its newest 7000 series trains to service June 16

The 7000 series trains were ordered off the tracks following a derailment in October that exposed major safety issues with their wheels.

Although some trains briefly returned, they were ordered off the tracks again in December and none have been in passenger service since.

Metro says it will take daily measurements of the eight trains to make sure their wheels are not moving too far apart. Officials say the wait times will not immediately improve thanks to the return of the eight trains, but next month the time between trains on the Blue, Orange, and Silver lines should drop from 20 minutes to 15 minutes.

Metro says the eight trains are operating on the Green and Yellow lines.

Since each train has eight cars, only a total of 64 train cars will be returning. That's a small percentage of the 748 total train cars in the 7000 series.

Metro says it hopes to bring back the rest of the 7000 series later this summer using automated inspection systems that can measure a train's wheels as it is moving on the tracks.

The Washington Metrorail Safety Commission, which oversees Metro on safety, has approved the plan to return the eight trains but has yet to receive and approve a plan for bringing the rest of the trains back.

# **Upcoming Outreach Events**





# **September 15, 2022**

Get Certified with WMATA - In Spanish

## October 29, 2022

Metro's Meet the Primes: Mott MacDonald, Gannett Fleming, Clark Construction & Parsons

# WMATA's SBPO Certifications April-June 2022 Updates

#### Initial Certifications

HOPEDAY LLC A & E Construction LLC Team Consulting, Inc.

#### Initial Interstate Certifications

ANA Consulting, LLC
Bravo Builders LLC
B-Sar Electric LLC
Fly Away Foods LLC
Just Work Landscaping
Kline Corporation
Olive Grey and Company LLC
Precision Task Group, Inc.
Public Participation Partners
S&E Contractors LLC
Transcend Business Solutions LLC

Allegany Door & Hardware, Inc.

#### Three-Year Reviews

Altech Services, Inc.

Ashlin Management Group, Inc.
C.C. Johnson & Malhotra, P.C.
Cap8 Construction LLC
Capitol Energy Group, Inc.
Capitol Government Contract Specialists
EASE Painting and Construction, Inc.
G.E. Frisco Company, Inc.
Garg Consulting Services, Inc.
Heritage Maintenance Company
Kal Krishnan Consulting Services, Inc.
Safe Traffic Systems, LLC
SXM Strategies LLC
Symbology DC, LLC
Titian Verte

#### **Current Solicitations**

To view a current listing of contract opportunities online, go to wmata.com. Click on Business > Procurement & Contracting > WMATA Procurement Opportunities > View WMATA Procurement Opportunities > View Active Solicitations Opportunities.

WMATA-0000008753 RFP Out of Home (OOH) Advertising Concession RFP CMKTG222255

CMKTG222255 08/02/2022 02:00 PM EDT

WMATA-0000008856
IFB
Diesel Particulate Filter (DPF) Cleaning Services
CBMNT222331-SV
08/03/2022 10:39 AM FDT

WMATA-0000008688 RFP Ramp-equipped Minivan and Upfitting Services FACCS222218-SV 09/01/2022 02:00 PM EDT

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

