

Metro's Small Business Opportunities Fair

PG County Office of Procurement, The Maryland National Capital Park & Planning Commission, WSSC Water, DDOT



Washington Metropolitan Area Transit Authority
May 7, 2026

Welcome & Announcements

Nathan Tash

SVP, Chief Procurement and Innovative Officer
Office of Procurement & Materials

Welcome & Announcements



Meshelle M.V. Howard, MCA
Director, Small Business Programs Office
Department of Finance

Agenda

1. Metro's Capital Projects Presentation
2. Prince George's County Office Of Procurement Presentation
3. The Maryland National Capital Park and Planning Commission Presentation
4. WSSC Water Presentation
5. DDOT Presentation
6. Metro's Small Business Programs Office Presentation
7. Closing remarks
8. Networking with Agencies & Exhibitors



Scan the QR code for Information on How to Get Certified with Metro and to view Available Procurements

Introducing:

Norie Calvert
Director
Capital Projects

Upcoming Capital Construction Projects



**Norie
Calvert**

Metro's Small Business Opportunities Fair

May 7, 2026

Upcoming Projects

1. Drainage Pumping Stations (DPS) Phase 2



2. Fleet Maintenance Facility



3. Metro Center-Gallery Place Fire Protection Upgrades



4. FLS Forest Glen



5. Station Standpipe – 3 Locations



6. Structural Rehabilitation Project – Package B.



Washington Metropolitan Area Transit Authority
May 7, 2026

1 Drainage Pumping Stations (DPS) – Phase 2

- Comprehensive design and construction services necessary to rehabilitate and enhance six Drainage Pumping Stations (DPS), bringing them to a state of good repair while implementing targeted system upgrades that support flood resiliency and improved operational reliability.
- Six Locations: Van Ness-UDC, Friendship Heights, Judiciary Square, Forest Glen, Fort Totten, Gallery Place
- The project will address deteriorated infrastructure, outdated equipment, and operational deficiencies at each DPS site, with the goal of restoring long-term functionality and resilience against extreme weather events.



Delivery Method: Design-Build (DB)

Anticipated Schedule: Winter 2026

Estimated Contract Budget: \$30M - \$40M

2 Fleet Maintenance Facility

- Expanding the existing Service and Inspection Building at the Dulles Rail Yard to create additional repair bays and workspaces necessary to support Scheduled Maintenance Services (SMS) on-site.
- Conversion of the existing 40,000-square-foot warehouse at Dulles into industrial shop space to house the specialized equipment and functions required for SMS operations and two turnouts to Yard Track #5 to connect the new track to the remainder of the yard.

Delivery Method: Design-Build (DB)

Anticipated Schedule: Spring 2026

Estimated Contract Budget: \$150M - \$175M



3 Metro Center-Gallery Place Fire Protection Upgrades

Upgrade existing fire alarm and automatic fire sprinkler system within the Metro Center Station, Gallery Place Station, and their ancillary facilities. Scope includes:

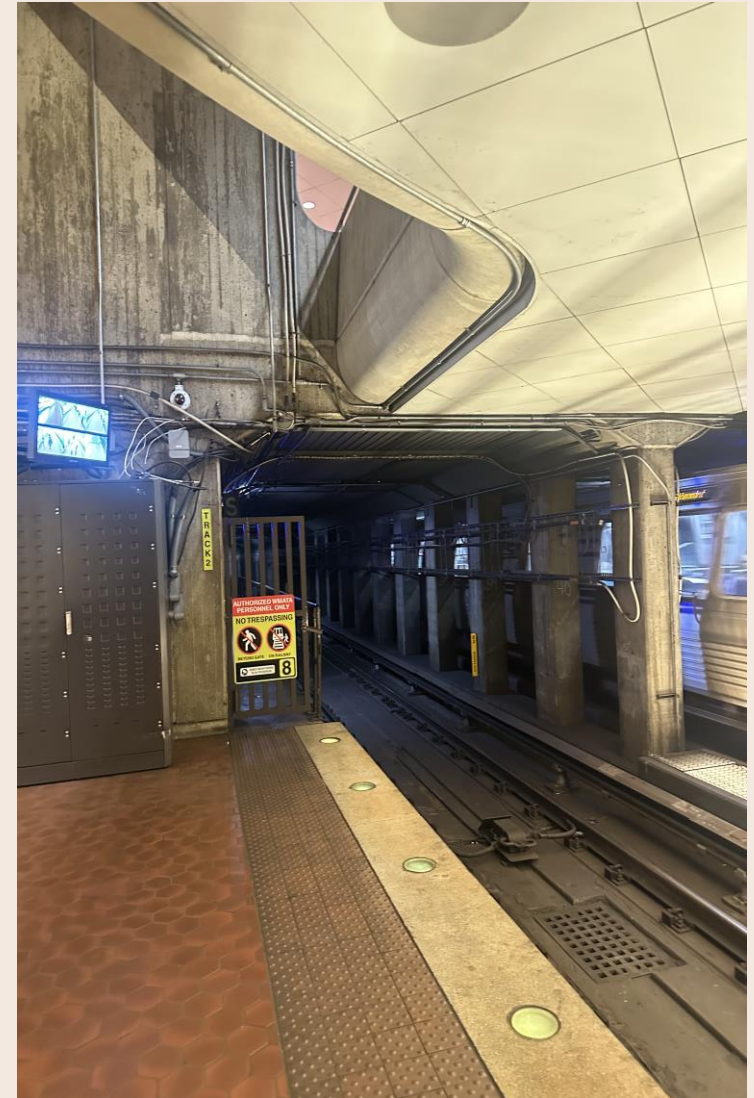
- Demolition and Installation of new sprinkler infrastructure.
- Renovation of fire alarm systems at associated wayside facilities.
- Modification to the physical security systems that interact with the fire alarm system.
- Provide additional new smoke detection and CCTV coverage at vent and fan shafts associated with Galley Place Station.
- Modification to existing smoke detection installed in shafts associated with Metro Center Station.

Design completed by WMATA (INFR/COSI)

Delivery Method: Design Bid-Build (DBB)

Anticipated Schedule: Spring 2026

Estimated Contracts Budget: \$15M-20M



4 FLS Forest Glen

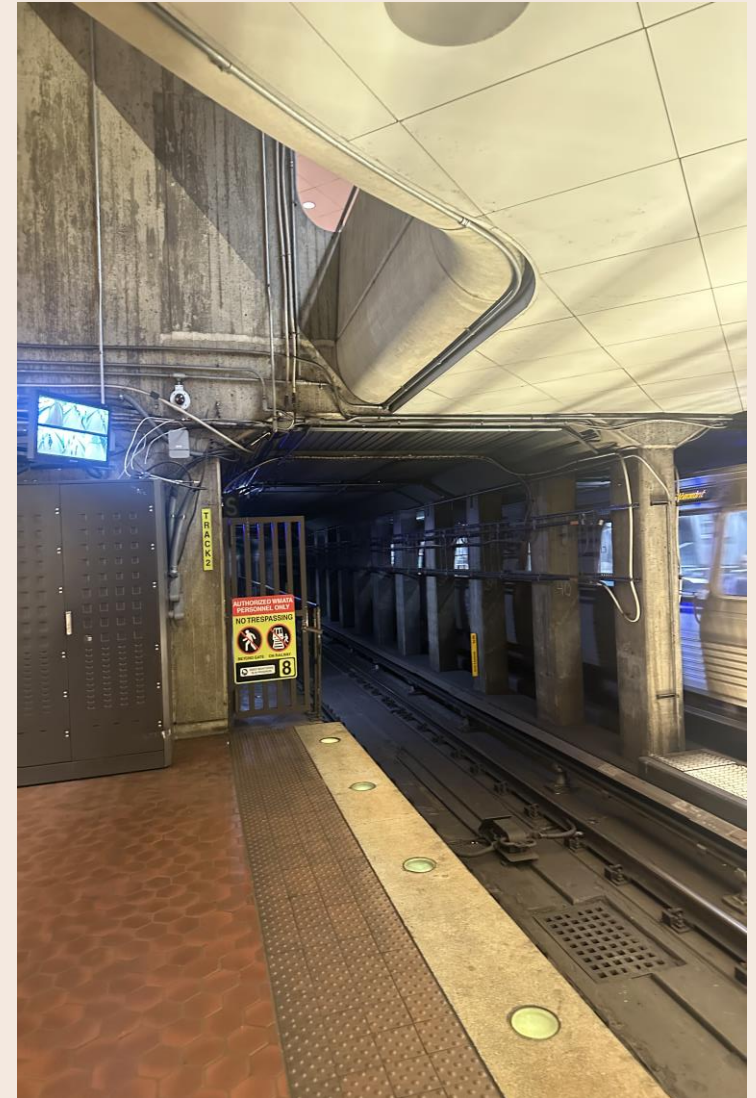
The Scope of Work included in this project:

- Upgrade of the Forest Glen Station Life and Fire safety systems
- Demo and replacement of existing fire shutters and fire shutter doors, and standpipe systems
- Installation of new door electrical infrastructure with battery backup and new exit signs with directional indicators

Delivery Method: Design-Build (DB)

Anticipated Schedule: Spring 2026

Estimated Contracts Budget: \$18-23M



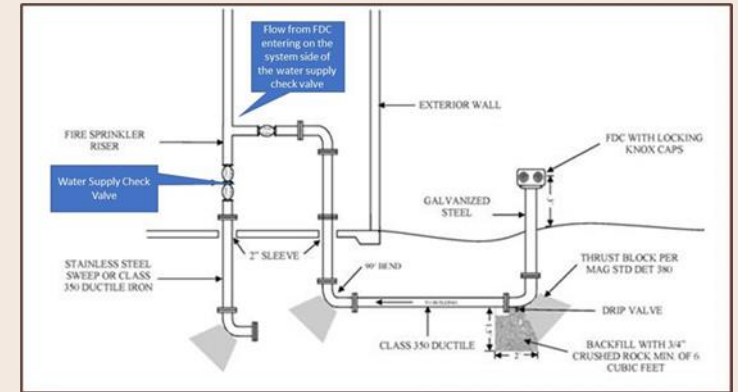
5 Station Standpipe - 3 Locations

- Three locations have been identified for partial standpipe replacements.
- Locations: Stadium Armory Station, Smithsonian Station, and Eastern Market Station
- Scope includes replacement of dry standpipe from grade level to water service rooms within the stations. The standpipe will be rerouted to allow for the replacement of buried sections of standpipe feeders.

Delivery Method: Design-Build (DB)

Anticipated Schedule: Winter 2026

Estimated Contract Budget: \$2M - \$4M



6 Structural Rehabilitation Project – Package B

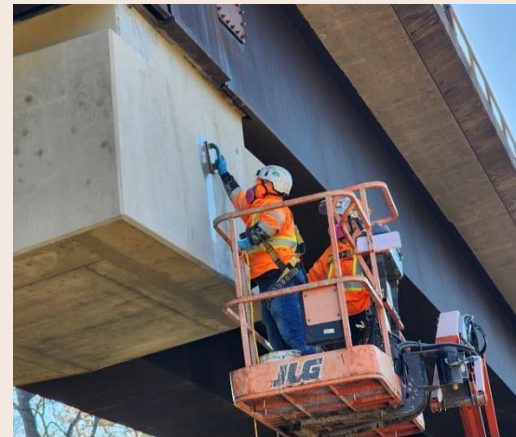
- Design and Construction for the rehabilitation and repair of 21 high priority aerial structures throughout the WMATA transit system.
 - CSX coordination and permitting with various federal and local jurisdictions in VA, MD and DC.
- The 21 aeriels structures allocated for Structural Package B are 14 rail bridges; 4 automobile and 3 pedestrian bridges to access WMATA stations and maintenance yard.
- Rehabilitation includes bearing replacements, joint seal replacement, various concrete repairs, miscellaneous bridge maintenance safety improvements and other structural work to bring specified aerial structures to a state of good repair.

Delivery Method: Design-Build (DB)

Anticipated Schedule: Winter 2026

Estimated Contract Budget: \$25M-\$32M

KEY PROJECT



Upcoming Capital Construction Projects

**Questions
&
Comments**

Introducing:



PRINCE GEORGE'S COUNTY OFFICE OF
PROCUREMENT
CCG | CONTRACTING
CERTIFICATIONS
COMPLIANCE



www.princegeorgescountymd.gov/departments-offices/procurement

Washington Metropolitan Area Transit Authority

PRINCE GEORGE'S COUNTY OFFICE OF
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COMPLIANCE

Metro Small Business Opportunities Fair
May 7, 2026

Arielle Douglas
Executive Director, Office of Accountability
Office of Procurement (OOP)



PRINCE GEORGE'S COUNTY VENDOR REGISTRATION

- **ALL** vendors **MUST** be registered in the Prince George's County SAP Ariba Business Network/SPEED to do business with Prince George's County.
- **Why Do I Need To Register as a Vendor?**
 - Allows your company to receive notifications about posted solicitations
 - Access to respond to solicitations
 - Adds your company to the County's financial system
 - Upload invoices for payment
- Requires completion of a supplier registration questionnaire including basic company information, EIN and banking information.
- Being a registered vendor does **NOT** mean your company is a certified county-based business.

SCAN HERE TO START THE
VENDOR REGISTRATION PROCESS



bit.ly/OOPVendorRegistration

Note: Your company being registered to do business with Prince George's County DOES NOT mean your company is a Certified County Business.

PRINCE GEORGE'S COUNTY BUSINESS CERTIFICATIONS

County-Based Business (CBB)

- Business official office is headquartered in Prince George's County.

County-Based Small Business (CBSB)

- Business official office is headquartered in Prince George's County.
- Meets the definition of a small business.

County-Located Business (CLB)

- Business has an office located in Prince George's County.
- Business can be headquartered elsewhere.

Reciprocal Minority Business Enterprise (MBE)

- 3rd Party MBE Certification Agencies Recognized by Prince George's County OOP
- The County does not certify MBEs.

List of some of the documents that will need to be included with certification application:

- Federal Tax Return
- State of MD Tax Return
- Good Standing Letter
- Lease agreement/real estate ownership

Access the Certification and Compliance System (CCS)
<https://mypgc.diversitycompliance.com/>



[OUR MAIN SITE](#)

[CONTACT SUPPORT](#)



Certification and Compliance System

[Log In](#)

**Start the
Certification
Process Here**

CCS Registration

Join our database of registered vendors

[Click Here to Register as a System User](#)

Training and Outreach

To RSVP for trainings offered by Prince George's County, Office of Procurement, click on PGC Training.

To view the Outreach Bulletin Board for upcoming events, click

Certification (Apply/Renew)

Search and/or join our database of certified vendors

[Apply for or Renew Certification](#)

[Search Certified Directory](#)

Account Access

Lookup Vendor accounts or reset user passwords



PRINCE GEORGE'S COUNTY OFFICE OF
PROCUREMENT
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Procurement Opportunities



TOP PROCUREMENT SPEND CATEGORIES

**Building
Construction**

**Highway
Construction**

**IT Supplies and
Equipment**

IT Services

**Professional
Services**

**Non-
Professional
Services**

**Transportation
Services**

**Consulting
Services**

[Prince George's County](#) / [Departments & Offices](#) / [Procurement](#) / Business Highway

Business Highway

Procurement -

Driving Opportunities for Local, Small, and Diverse Suppliers

The Business Highway is the County's new online, one-stop source for engaging and connecting small, local, and diverse suppliers to business development and procurement opportunities in Prince George's County.

Gain access to our suite of online business capacity-building platforms including the County's procurement opportunities guide for small and minority businesses.

Building Capacity

Building capacity is a critical component for all businesses, whether a startup or maintaining an existing business.

[Learn More](#)

Finding Opportunities

Helping County-Based Small Businesses (CBSBs) and County-Based Minority Business CBMBEs find procurement opportunities is a way to support economic development in Prince George's County.

[Learn More](#)

Getting Certified

[Learn More](#)

Getting Registered

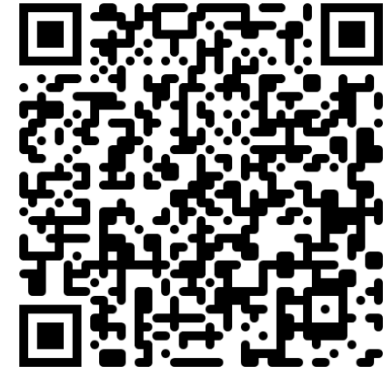
[Learn More](#)

Direct Access to:

- Current Bid Opportunities posted in SPEED
- Procurement Forecast
- Active Contracts List

PROCUREMENT OPPORTUNITIES

- All County solicitation notices issued by OOP are posted on the SAP Ariba Business Network (also known as [SPEED](#)) and on the eMaryland Marketplace Advantage ([eMMA](#)).
**Note: eMMA only posts a notice, not the solicitation document.*
- Vendors must be registered in SPEED to respond to solicitations
- Opportunities include:
 - Invitations for Bid (IFBs)
 - Requests for Proposals (RFPs)
 - Requests for Quotes (RFQs)



Scan the QR Code to access
current Prince George's
County Procurement
Opportunities

PURCHASE CARD OPPORTUNITIES

The County uses the purchase card as a more efficient and effective method of purchasing and paying for small transactions (less than \$5,000).

The County has 200+ purchase card holders.

Fiscal Year 2025 Purchase Card Transactions	
Top Categories of Purchase Card Spend	Spend Amount
Maintenance, Repair, and Operations	\$6.8M
Professional Services	\$5.6M
Retail	\$4.9M
Vehicle Maintenance and Fuel Services	\$4.03M

In Fiscal Year 2025, the County Purchase Card Spend was \$14M



NEW: SUPPLIER, OPPORTUNITIES, ACCESS, RESOURCES (SOAR) CENTER

New In-Person Vendor Resource Center
1400 McCormick Drive Suite 136A Largo, MD 20774

Vendors can now visit our on-site resource center every Monday
- Friday from 9:00 a.m. to 4:00 p.m.

- Register as a vendor with Prince George's County
- Receive guidance on becoming a certified County-based or minority business
- Learn more about the procurement process



UPCOMING OUTREACH EVENTS

Outreach Events – Hosted by OOP

GROW (Get Ready for Procurement Opportunities)

- **Fourth Tuesday of Each Month | 1:00 PM – 3:00 PM**
- Foundational training on how to do business with Prince George's County

PGC Procurement: Access in Action

- **Third Wednesday of Each Month | 10:30 AM – 11:30 AM**
- Topic-based sessions: invoicing, proposal readiness, compliance, financing, bonding, and more

SD3 Monthly Business Overview

- **Second Tuesday of Each Month | 10:00 AM – 12:00 PM**
- County Business Certifications & Doing Business with Prince George's County

Outreach Events Questions:

Contact: Karey Alston,
OOP Outreach and Vendor
Engagement Coordinator
KAlston@co.pg.md.us



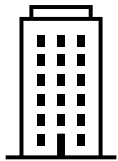
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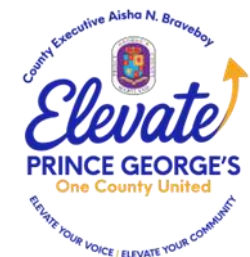
aldouglas@co.pg.md.us



**1400 McCormick Drive
Suite 200
Largo, Maryland 20774**



<http://procurement.mypgc.us>



FOLLOW US ON SOCIAL MEDIA



@pgc-oop



@pgc.oop

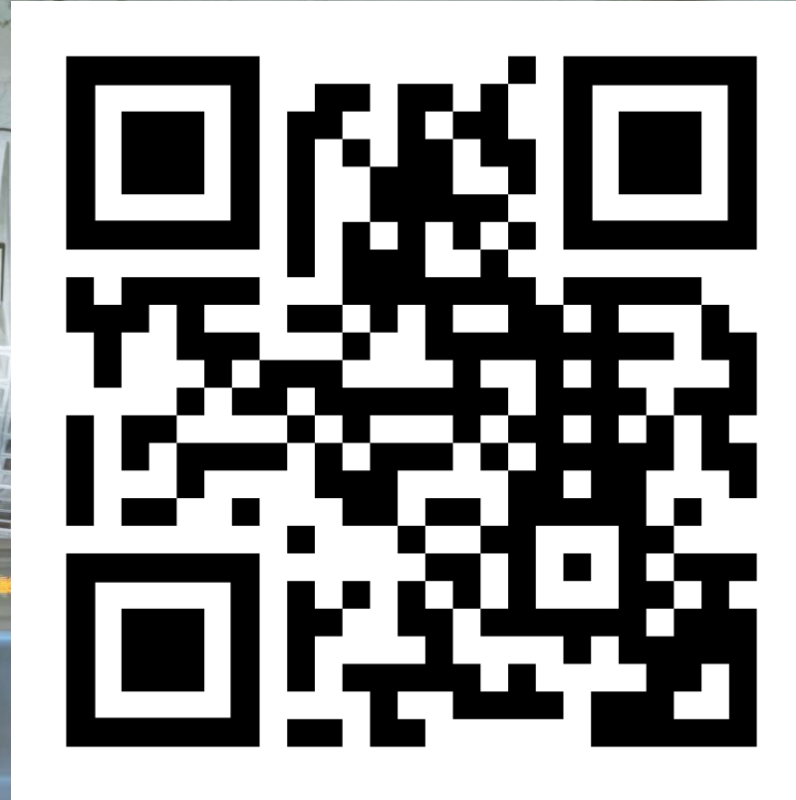


@thepgcoop

PRINCE GEORGE'S COUNTY OFFICE OF
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COMPLIANCE



Introducing:



The Maryland National Capital Park & Planning Commission

www.mncppc.org/

Washington Metropolitan Area Transit Authority

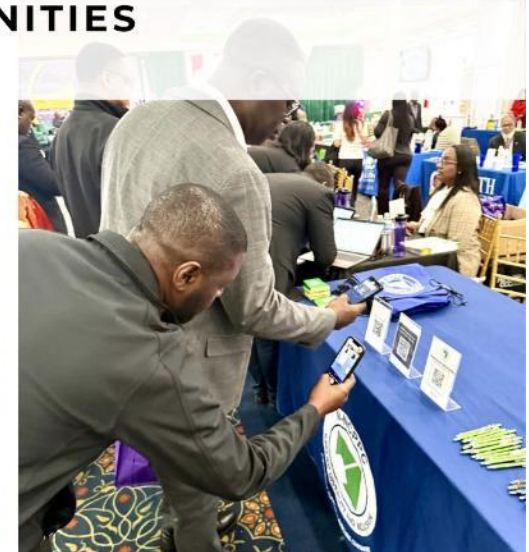


The Maryland-National Capital Park and Planning Commission



SUPPLIER DIVERSITY & INCLUSION

EMPOWERING SUPPLIERS & ENRICHING COMMUNITIES



Supplier Diversity & Inclusion

Mission

The Office of Supplier Diversity & Inclusion (SDI) is designed to increase small and local business vendor participation in M-NCPPC contracting opportunities. The program aims to support the sustainable economic growth of small firms, particularly those based in Prince George's and Montgomery Counties, which makes up the Commission's bi-county region.

Roles and Responsibilities

SDI will administer two Programs - a Local/Small Business Enterprise Program and a Minority Business Enterprise Program. The purpose of both is to foster and expand economic growth by promoting equitable access to Commission procurement opportunities.

SDI Overview (cont.)

Local/Small Business Enterprise Program and a Minority Business Enterprise Program

Local/Small Business Enterprise Program

Boost participation from small and local businesses in M-NCPPC contracting opportunities. This program helps Commission departments identify solicitations suitable for competition by the Local Small Business Enterprise Program (LSBEP), giving local, small vendors the chance to compete with businesses of comparable size and resources for Commission contracts.

Minority Business Enterprise Program

Increase business engagements with Minority Business Enterprises (MBEs). MBE program will actively promote the participation of minority-owned firms in its procurement process. Maximize contracting opportunities for minority-owned businesses across all procurement categories, including construction, maintenance, architecture/engineering, miscellaneous services and IT services.

Compliance & Resources

The Compliance Division is responsible for tracking, monitoring, and reporting contract awards and payments to small/ local business. Prime contractors and subcontractors are required to submit monthly payment reports through the Web-Based Compliance System. This system monitors all payments and subcontractor participation to ensure that small business utilization requirements are met on M-NCPPC contracts.

How to Do Business With Us

Supplier Portal

Prospective vendors can register through our supplier portal to join the Commission's vendor network.



Procurement Opportunities

Visit our procurement portal in OpenGov to see our current solicitations.



Vendor Sessions

Scan to request a Vendor Introduction Meeting with a member of the OSDI team.



How to Do Business With Us

SDI Website

Explore our website to learn more about OSDI and how to do business with the Commission.



Social Media

Follow us on LinkedIn to stay updated on our outreach events and business opportunities.



Fiscal Year 2026 Solicitation Forecast



Project Title:
Solicitation Type:
Estimated Total Contract:
Planned Solicitation:

Document Management Expansion and Support
TBD
\$100,000.00
Fourth Quarter (Apr-Jun)



Project Title:
Solicitation Type:
Estimated Total Contract:
Planned Solicitation:

Network Infrastructure Refresh
TBD
\$150,000
Fourth Quarter (Apr-Jun)



Project Title:
Solicitation Type:
Estimated Total Contract:
Planned Solicitation:

Remote Access Environment
TBD
\$150,000
Fourth Quarter (Apr-Jun)

Fiscal Year 2026 Solicitation Forecast



Project Title:	Scanning Project (on site contracting)
Solicitation Type:	TBD
Estimated Total Contract:	\$130,000
Planned Solicitation:	Fourth Quarter (Apr-Jun)



Project Title:	Software Application Development
Solicitation Type:	IFB
Estimated Total Contract:	\$250,000.00
Planned Solicitation:	Fourth Quarter (Apr-Jun)



Project Title:	Capital Equipment for Landscaping
Solicitation Type:	IFB
Estimated Total Contract:	TBD
Planned Solicitation:	TBD

Fiscal Year 2026 Solicitation Forecast



Project Title: Deer Management (Butchering Services)
Solicitation Type: IFB
Estimated Total Contract: \$40,000
Planned Solicitation: TBD



Project Title: Electric Train at Watkins Regional Park
Solicitation Type: IFB
Estimated Total Contract: \$375,000
Planned Solicitation: TBD



Project Title: Equipment for Landscape Maintenance
Solicitation Type: TBD
Estimated Total Contract: \$680,000
Planned Solicitation: TBD

Fiscal Year 2026 Solicitation Forecast



Project Title:	Equipment for Landscape Maintenance
Solicitation Type:	TBD
Estimated Total Contract:	\$840,000
Planned Solicitation:	TBD



Project Title:	Fairland Fire Sprinkler System Replacement
Solicitation Type:	IFB
Estimated Total Contract:	\$1,000,000
Planned Solicitation:	TBD



Project Title:	Prescription Drug Plan
Solicitation Type:	RFP
Estimated Total Contract:	TBD
Planned Solicitation:	TBD

Fiscal Year 2026 Solicitation Forecast



Project Title:	Tent replacement for Oxon Hill Manor
Solicitation Type:	IFB
Estimated Total Contract:	\$300,000
Planned Solicitation:	TBD



Project Title:	Vehicle Purchases Solicitation
Type:	IFB
Estimated Total Contract:	TBD
Planned Solicitation:	TBD

Supplier Diversity & Inclusion Team

Supplier Diversity & Inclusion

M-NCPPC

[6611 Kenilworth Avenue](#)
[East Riverdale, MD 20737](#)

OSDI@mncppc.org

Lawrence R. Taylor
**Supplier Diversity And
Inclusion Chief**

M-NCPPC

TEL: [301-454-1752](tel:301-454-1752)

Lawrence.Taylor@mncppc.org

Alexandra Brice
**Supplier Diversity & Inclusion
Program Specialist**

M-NCPPC

TEL: [301-454-1636](tel:301-454-1636)

Alexandra.Brice@mncppc.org

Harrison Nwozo
**Supplier Diversity & Inclusion
Outreach Specialist**

M-NCPPC

TEL: [301-454-1628](tel:301-454-1628)

Harrison.Nwozo@mncppc.org

Bria Fuller

**Supplier Diversity & Inclusion
Compliance Specialist**

M-NCPPC

TEL: [301-454-1778](tel:301-454-1778)

Bria.Fuller@mncppc.org



Introducing:



www.wsscwater.com

Washington Metropolitan Area Transit Authority



WSSC Water Office of Supplier Diversity & Inclusion

Expanding Access to WSSC Water Contracting Opportunities

Terrence Stafford, Division Manager

May 7, 2026

Strategic Plan for Our **Smart One Water** Future



Vision

In every home, in every business, we make everything possible by ensuring access to dependable and safe water for everyday life.

Smart One Water Mission

WSSC Water ensures all communities thrive by ethically delivering safe, reliable and sustainable water and wastewater services.

Promise

Continue the legacy of treasuring our water, customers and employees through dedicated service for current and future generations.

Values

Just. Accountable. Caring. Community Focused. Excellent. Trustworthy.

Strategic Priorities



**Workforce
Development**



**Culture
Shift**



**Affordability &
Financial
Viability**



**Sustainability &
Resiliency**



**Asset
Management &
Infrastructure
Reliability**



**Optimizing
Operations**



**Customer
Engagement &
Partnerships**



**Digital
Transformation**

Agenda

1. Office of Supplier Diversity & Inclusion (OSDI) Overview
2. Minority Business Enterprise Program Overview
3. Small Local Business Enterprise (SBLE) Program Overview
4. Contracting Opportunities
5. Supplier Portal & OpenGov



Office of Supplier Diversity & Inclusion (OSDI) Overview

OSDI Overview

The Office of Supplier Diversity & Inclusion administers WSSC Water's Minority and Small Local Business Enterprise Programs. These programs address the ongoing need to eliminate barriers to success in public contracting, aligning with our focus on Diversity, Equity, Inclusion, and Environmental Justice

Our goal is to increase the number of diverse businesses that work with WSSC Water. We achieve this by developing policies that cultivate a fair and inclusive contracting environment and by partnering with leadership to eliminate barriers for prime contractors and subcontractors



Minority Business Enterprise (MBE) Program Overview

Minority Business Enterprise Overview

- Established in 1978 as one of the first MBE programs in the country
- Subcontracting goals, price preferences, and a “sheltered market” are applied to WSSC Water solicitations



MBE Program Participation

<u>Contracting Area</u>	<u>African American</u>	<u>Asian American</u>	<u>Hispanic American</u>	<u>Native American</u>	<u>Women-Owned</u>	<u>WSSC Water-Approved SLBE</u>
Construction	Full	None	Partial 13%	Partial 0.50%	Partial 14%	Full
A&E	Full	Partial 18%	Partial 7%	Partial 1%	Full	Full
Professional Services	Full	Partial 11%	Partial 4%	Partial 0.50%	Full	Full
Goods & Services	Partial 15%	Partial 6%	Partial 5%	Partial 1%	Full	Full

"Full" - Businesses in this category can count toward the total subcontracting goal

"Partial" - Businesses in this category can count partially toward the subcontracting goal at the percentage listed

"None" - Businesses in this category are not eligible to count toward subcontracting goals

List of Recognized MBE Certification Agencies

WSSC Water does not certify MBE firms.
We recognize MBE certifications from the five agencies listed below:





Small Local Business Enterprise (SLBE) Program

Small Local Business Enterprise Overview

- Established in 2001 to support businesses in Prince George's and Montgomery counties
- Subcontracting goals, price preferences, & "sheltered market" are applied to WSSC Water solicitations



SLBE Program Eligibility

- Principal place of business or a significant employee presence (25%) in Montgomery County or Prince George's County
- Independently owned and operated for-profit business
- Established for at least one (1) year or the principals of the business must have at least three (3) years of relevant experience prior to forming or joining the business
- A firm must receive its SLBE approval from the SLMBE Office prior to submitting a bid or proposal or being included in a subcontract plan pursuant to this chapter

SLBE Program Eligibility

- Meets size* standard eligibility requirements for Small Business Enterprises as defined under the State of Maryland regulations:
 - **Wholesale:** Did not exceed **\$4M** in sales and **50 employees**
 - **Retail:** Did not exceed **\$3M** in sales and **25 employees**
 - **Manufacturing:** Did not exceed **\$2M** in sales and **100 employees**
 - **Services:** Did not exceed **\$10M** in sales and **100 employees**
 - **Construction:** Did not exceed **\$7M** in sales and **50 employees**
 - **Architecture & Engineering (A&E):** Did not exceed **\$4.5M** in sales and **100 employees**

**Average sales in a three-year period*

SLBE Regulatory Updates:

What is changing and why it matters

Four regulatory changes to the SLBE Program have been approved by WSSC Water's Commissioners. The changes are as follows:

- **SLBE recognition process updated** – Firms may seek SLBE recognition by signing an attestation, and WSSC Water may also recognize certain other governmental small business certifications that verify geographic eligibility and are acceptable to WSSC Water
- **Eligibility criteria modernized** – The size-standard reference is aligned to [COMAR 21.11.01.04](#), and the prior \$2 million prior-year WSSC Water payment limitation was removed
- **Renewal streamlined** – If ownership, business location, and eligibility status remain unchanged, a firm may renew its status via a signed attestation with supporting documentation in lieu of a full reapplication.
- **RFP preference points adjusted** – Maximum SLBE preference points increased from 10 to 15 points

Updated Eligibility is reflected in regulation 6.35.040



Contracting Opportunities

Contracting Opportunities



WSSC WATER PROJECTED SOLICITATIONS AS OF APRIL 15, 2026



Solicitation Title	Type	NAICS	Projected Advertisement Date	Projected Contract Value
Residuals Management and Utilization	IFB	TBD	04/01/2026	\$19,000,000 - \$20,000,000
Residuals Hauling and Management	IFB	TBD	04/01/2026	\$2,000,000 - \$3,000,000
Sewer Planning Basic Ordering Agreement	RFP	541330	04/05/2026	\$9,000,000 - \$10,000,000
Hewlett Packard Enterprise System Cohesity Back-up and Recovery	IFB	TBD	04/08/2026	\$800,000 - \$900,000
Geographic Information System (GIS) & Engineering Records Document Management Support Basic Ordering Agreement	RFP	TBD	04/08/2026	\$350,000 - \$450,000
Water and Sewer Main Replacement, Rehabilitation and Emergency Repairs IDIQ	IFB	TBD	04/16/2026	\$250,000,000 - \$251,000,000
Professional Security Guard Services	RFP	Professional Services	04/26/2026	\$4,000,000 - \$5,000,000
Hampshire Greens Elevated Tanks Painting	IFB	Construction	05/01/2026	--
Online Content Library for Employees	RFP	Goods and Services	05/03/2026	\$400,000 - \$500,000
Fire Sprinkler Services	IFB	Goods and Services	05/12/2026	\$300,000 - \$400,000
Toad For Oracle Expert Edition with Database Administrator (Db) Module	Small Purchase/RFQ	Goods and Services	05/16/2026	\$60,000 - \$80,000
Western Branch Potable Water System Upgrade	RFP	Construction	05/30/2026	\$250,000,000 - \$251,000,000
Trunk Sewer Inspection Services	RFP	Professional Services	06/01/2026	\$16,000,000 - \$17,000,000
Renewable Identification Number (RIN) Verification Services	RFP	Professional Services	06/02/2026	\$100,000 - \$200,000
Online University for Employee Soft Skills	RFP	Goods and Services	06/02/2026	\$100,000 - \$200,000
Anacostia II WWPS Electrical Upgrades	RFP	Professional Services	06/02/2026	\$50,000,000 - \$51,000,000
Inspection Support Services	RFP	Professional Services	06/02/2026	\$9,000,000 - \$10,000,000
Mueller Fire Hydrant Parts and Accessories	IFB	Goods and Services	06/08/2026	\$100,000 - \$200,000
Lawn and Landscape Maintenance Services (Montgomery County)	IFB	Goods and Services	07/17/2026	\$600,000 - \$700,000
AMI Infrastructure	RFP	Goods and Services	07/17/2026	\$225,000,000 - \$226,000,000
Infoblox Appliance Subscription and Hardware Maintenance	IFB	Goods and Services	07/31/2026	\$300,000 - \$400,000

WSSC Water Projected Solicitation list is for informational purposes only and may be revised at any time without notice.



Supplier Portal and OpenGov Platforms

Supplier Portal and OpenGov Platforms



Scan to register with the Supplier Portal



or **Visit:**

<https://www.wsscwater.com/supplier>



Scan to register with OpenGov



or **Visit:**

<https://procurement.opengov.com/portal/wsscwater>



Questions?

Submit procurement questions to: Procurement.Support@wsscwater.com

Submit supplier diversity questions to: SupplierDiversity@wsscwater.com



Introducing:



District Department of Transportation



ddot.dc.gov

Washington Metropolitan Area Transit Authority

Metro's Small Business Opportunities Fair



**DDOT - Division of
Compliance and
Business Engagement**

Hosted By:



**Washington Metropolitan Area
Transit Authority**

Metro's Small Business Opportunities Fair

LEGAL DISCLAIMER

The information contained within this Presentation is **NOT** intended to be the exact wording of law or a legally binding contract, is not and may not be relied upon to create any right or benefit, substantive or procedural, enforceable by law by any party against the U.S. Department of Transportation (USDOT), the Federal Highway Administration (FHWA), the Department of Small and Local Business Development (DSLBD), or the District Department of Transportation or any other person or representative of DSLBD or DDOT.

INFORMATION, PRESENTATION UPDATES and REVISIONS

The DDOT Interim Final Rule (IFR) presentation is intended to be a living information process and will be updated periodically to reflect significant and current changes in Federal and District laws, Executive Orders and regulations that apply to and impact the federal DBE program administered and implemented by DDOT and its accompanying agency the Washington Metropolitan Transportation Authority (WMATA) as part of a DC Unified Certification Program (DCUCP). In addition, policy guidance or other memoranda distributed by the USDOT, the FHWA, DDOT and WMATA may modify or enhance program principles, concepts as it relates to the implementation of the USDOT Interim Final Rule (IFR) effective October 3, 2025, affecting the implementation and administration of the DBE program and its associated certification program and process.

Comments, suggestions, and/or recommendations about the information and contents presented within are welcomed and may be addressed and directed to the DDOT - Business Services and Engagement Division. (See *contact Information Section*)

Metro's Small Business Opportunities Fair

**DDOT:
Who We Are**

d.



Metro's Small Business Opportunities Fair

ABOUT DDOT



District Department of Transportation

250 M Street SE, Washington, DC 20003

Phone: (202) 673-6813, Fax: (202) 671-0650

TTY: (202) 673-6813

<https://ddot.dc.gov/>

Hours: Mon. to Fri., 8:15 am - 4:45 pm

- The District Department of Transportation (DDOT) is 1 of approximately 88, DC Government agencies.
- DDOT was established by the *District Department of Transportation Establishment Act of 2002* as a cabinet-level agency responsible for the management of transportation infrastructure and operations (D.C. Law 14-137 [2002]).
- DDOT oversees infrastructure construction projects throughout DC's 8 Wards.
- Annual Capital / Operating Budget of over \$1.5 Billion
- DDOT has approximately 1,277 employees that work tirelessly to ensure the District's roads are *safe, reliable, and easy to navigate* for the millions of residents, commuters, and visitors who use the transportation network each year.

Metro's Small Business Opportunities Fair

MISSION

The District Department of Transportation's mission is to equitably deliver a safe, sustainable and reliable multimodal transportation network for all residents and visitors of the District of Columbia.

VISION

The District Department of Transportation will continue to be a national leader in creating safety and mobility solutions for the existing and emerging transportation challenges within our community. We will prioritize building safer infrastructure across all 8 wards, utilize innovative technologies and strategies to reduce congestion and greenhouse gas emissions and expand our transit systems to connect residents to economic opportunities.

Metro's Small Business Opportunities Fair

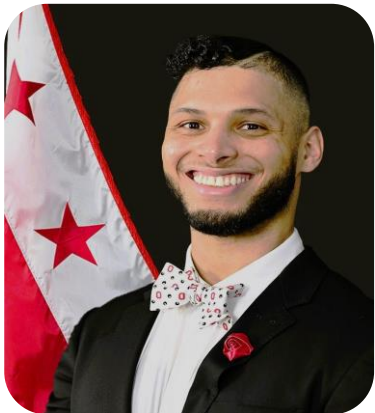
DDOT DBE Executive Leadership



Sharon Kershbaum is currently appointed as the Director of the DC Department of Transportation (DDOT).



Shirley Kwan-Hui serves as DDOT's Chief Administrative Officer (CAO) and oversees the Transportation Business Services Administration (TBSA) oversight over agency budget, compliance, employee relations, facilities, and operations.



Dr. Victor Javier "Javi" Rodriguez Ramirez serves as the Acting-Compliance Officer for the Compliance & Business Engagement Division (CBED)

Metro's Small Business Opportunities Fair



DDOT PROGRAMS

Safety

- Vision Zero Initiative
- Traffic Safety Assessment Program
- Traffic Control Officers (TCOs)
- Safe Routes to School Program
- Safety Technicians (School Crossing Guards)

Infrastructure & Assets

- Roads, Sidewalks, and Alleys
- Pavement Markings
- Bridges and Tunnels
- Streetlights
- Traffic Signals
- Roadway Signage (Parking & Traffic)
- Parking Meters

Move DC

- DC Circulator
- DC Streetcar
- Capital Bikeshare
- Bike Network (Lanes & Trails)
- Permitting of Dockless Scooters and Bikes

Quality of Life

- Urban Forestry
- Street Trees and Public Land
- Americans with Disabilities Act (ADA) Program

Public Space and Curbside Management

- Permits
- Work in the Public Space (Permits for Occupancy, Construction, Excavation, etc.)
- Inspections
- Violations of DDOT Permitted Activity
- Parking
 - Residential Parking Permits (RPP)
 - Visitor Parking Permits (VPP)
 - Red Top Meter Program (RTM)

**“SHOW ME
THE MONEY!”**



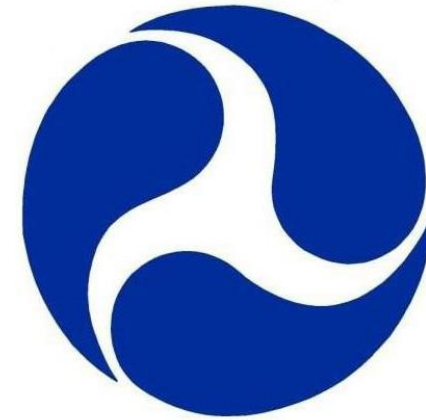
DDOT Spending with SBE Firms

Over a 5-Year period from FY 2021-2025, DDOT spent **(\$197,722,820.36)** with SBE firms on agency locally-funded projects.

FISCAL YEAR	ADJUSTED SBE SPEND GOAL	ACTUAL TOTAL SBE SPENT	% OF SBE SPEND GOAL ACHIEVED PER FISCAL YEAR
2021	\$67,681,094.58	\$68,881,079.45	101.77%
2022	\$32,933,471.06	\$34,530,755.77	104.85%
2023	\$35,839,172.81	\$35,839,172.81	107.50%
2024	\$36,511,182.96	\$36,810,027.39	100.82%
2025	\$52,557,643.50	\$18,972,643.83	36%
TOTALS	\$225,522,564.91	\$197,722,820.36	

- DDOT 5-Yr. SBE Spend Goal % Achieved = 88% (rounded)
- SBE Goal/Actual SBE Spend: **(\$225,522,564.91 / \$197,722,820.36 = 87.67%)**
- **NOTE:** DC Standard Annual SBE spend goal = 50% of agency's local budget!
- DDOT projects spending approximately \$58 million in FY 2026 with SBE firms on local projects

**USDOT
DBE Program
Interim Final Rule**



**U.S. Department
of Transportation**

DBE Interim Final Rule Highlights

- The IFR removes race- and sex-based presumptions of social and economic disadvantage, contains new definitions and requirements that replace race- and sex-based presumptions of social and economic disadvantage, and requires that all currently certified DBEs must be re-evaluated in accordance with the new rules.
- Moving forward, DBEs must demonstrate, on a case-by-case basis, **a social and economic disadvantage based on their own experience and circumstances within the United States** without regard to race or sex to benefit from DBE classification and concomitant financial assistance.
- Effective immediately, DBE goals on all active, federally eligible contracts are temporarily set at zero. Further, until DDOT completes its re-evaluation of all currently certified DBEs and implements the required changes to the DBE certification process, DDOT will not (1) include DBE goals in future contracts; and (2) count participation toward DBE goals on active contracts.

Key DDOT System Changes

Here are a few important **Administrative System changes/Impacts** to DDOT's Certification Processing System:



UPDATES & REMINDERS

DDOT's compliance system vendor - B2Gnow has completed configuration updates our portal. **The Reevaluation Application Portal is LIVE! (<https://ddot.gob2g.com/>)**

- A standard disclaimer sent from the B2Gnow systems to notify DBE firms of the IFR, and information is posted in our portal.
- **Personal Net Worth** module digitizes the PNW application process making it easier for vendors complete and submit their applications.
- **Personal Narrative** provide individualized and factual examples that show the owner experienced economic hardship, systemic barriers, or opportunities that directly affected their ability to advance in education, employment, financing or business.
- **Interstate firms:** please use the interstate module to submit your application!
 - ***Interstate firms must have a home-state (JOC) letter prior to submitting their application. DDOT will not accept interstate applications that do not have a home-state letter. Per, USDOT's IFR, firms must first be reviewed by their home-state.***

DDOT Reevaluation Updates

Please consider attending one or more **Certification Team Workshops and Virtual Hours**

THE DISTRICT DEPARTMENT OF TRANSPORTATION

2026 Disadvantaged Business Enterprise (DBE) Program Re-evaluation & Certification Workshops



GET CERTIFIED & GROW YOUR BUSINESS WITH DDOT!!!

The District Department of Transportation (DDOT) invites businesses to attend one of our DBE Re-evaluation /Certification Workshops or take advantage of our Virtual Office Hours. Get “1-on-1” assistance with the certification process and resources to help you succeed in establishing and growing your business.

CONNECT with us by attending one of our **FREE** quarterly workshops designed to guide your firm through the certification process. These workshops are held once a quarter, from **10:00 AM to 12:00 PM**.

WORKSHOP TOPICS

- Overview-New USDOT Interim Final Rule (IFR) DBE Re-Evaluation/certification requirements
- Detailed Overview (DBE Certification Application Process)
- In-depth look at the Uniform Certification Application
- Answers to common application questions and
- Guest Speakers from DDOT and stakeholder agencies who will share information to help guide and grow your business!

WORKSHOP TOPICS

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WORKSHOP REGISTRATION

HOW TO REGISTER: Scan QR Code OR RSVP LINK



WORKSHOP DATES:

- Weds., April 22, 2026
- Thurs., May 21, 2026
- Thurs., July 16, 2026
- Thurs., September 17, 2026

[To RSVP for
Workshop
CLICK HERE](#)

(VIRTUAL) OFFICE HOUR REGISTRATION

HOW TO REGISTER: Scan QR Code OR Click on RSVP LINK!



(VIRTUAL) OFFICE HOUR DATES:

- Thurs., April 23, 2026
- Thurs., May 28, 2026
- Thurs., July 23, 2026
- Thurs., September 24, 2026

[RSVP for
Virtual Hours
CLICK HERE](#)

DDOT Procurement Opportunities



DDOT Project Opportunities Online Access

Contractors Information Center - Important information for firms performing design and construction work for DDOT. This is a “1-Stop” source for obtaining information on: *Bid opportunities, Bid tabulations, Architectural & Engineering task orders, Construction, Design and Engineering Standards, Manuals, and more.*

<https://ddot.dc.gov/page/contractors-information-center>

District Transportation Access Portal (DTAP) - Information on projects under the planning, design, and construction phases.

<https://dtap.ddot.dc.gov>

Project Forecast - Predictions about upcoming projects

<https://dtap.ddot.dc.gov/Project/WikiProjectForecast>

Project Advertisement - Official solicitation website.

<http://ocp.dc.gov>

Note: *Project-specific DBE (Federal Funded projects) and CBE (Locally funded projects) participation goals are established at advertisement, however, due to Interim Final Rule (IFR) § 26.111 all DBE Goals are temporarily set to 0%*



DDOT Procurement Opportunities Contd.

Architect and Engineering Task Orders:

A & E Schedule website:

<https://ddotwiki.atlassian.net/wiki/spaces/AE/pages/2068021286/FY22+A+E+Schedule>

FY22 A/E Schedule
Updated 20h ago

Using This Site

Below is an explanation of the columns and their meaning.

- A/E Category Description:** The A/E category from which the requirement is being solicited.
- Project Description:** Brief project description.
- TO Fair Opportunity:** List of firms selected to compete for the TO and their associated subcontract POC.

Note: Firms 4 and 5 will be used if the Contracting Officer deems additional firms are necessary for a given requirement.

- Solicitation Date:** Date the RFQ was transmitted.
- Response Due:** Initial Due date for qualifications.

Note: If the response date (as amended) has passed, offerors will no longer be able to change the composition of their team.

- Response Due as Amended:** If the TO was amended and

Site Inclusions

- A/E TOs will be posted once the solicitation has been sent to all offerors.
- If a solicitation is amended to extend the response due date, the new date will be posted in the Response Due as Amended field.

Site Exclusions

- TOs solicited under the Cooperative Purchasing clause will not be posted.
- Amendments will not be available for download.
- Forecasted TO requirements.
- Set asides as permitted by local law or regulation.

Once a TO is awarded, it will be moved to the Task Order page on the left.

A/E Schedule Tool Box

- [Crossing the "Acceptable" Chasm](#) [PDF]
- [FY22 A/E Schedule Category Award Matrix](#) [PDF]
- [AASHTO Internal Control Questionnaire \(ICQ\)](#) [Word]
- [2025 National Compensation Matrix](#) [Excel]
- [Self Certification of Accounting System](#) [PDF]
- [Certification of Final Indirect Costs](#) [PDF]
- [Adequacy Checklist for Indirect Costs Submission](#) [Excel]
- [Checklist for ICR Submissions - All Others_March 2025](#) [PDF]
- [Checklist for ICR Submissions - Cognizant Review_March2025](#) [PDF]

Link to FY27 A/E Schedule Industry Day Slides and Attendance Report is posted here!

Project Forecasting

This page provides a forecast of DDOT's upcoming construction projects. The data can be [download](#) as a CSV file. For que information, please send your inquiries to Ali.Shakeri@dc.gov.

Show 25 entries

Search:

Projects	Division	Team	Fund Source	Project Size	Solicitation Type	Calendar Year
Pennsylvania Ave West Streetscape from 17th St NW to 21st St NW	IPMA	1	Local	Scope 5	Construction	2024/3rd
Pennsylvania Ave West Streetscape from 17th St NW to 21st St NW	IPMA	1	Local	Scope 3	Construction Management	2024/3rd
Rehabilitation of Whitehurst Freeway Bridge	IPMA	1	Federal	Scope 3	Design	2024/4th
Aspen St. from 16th St to Georgia Ave	IPMA	2	Federal/Local	Scope 5	Construction	2024/4th

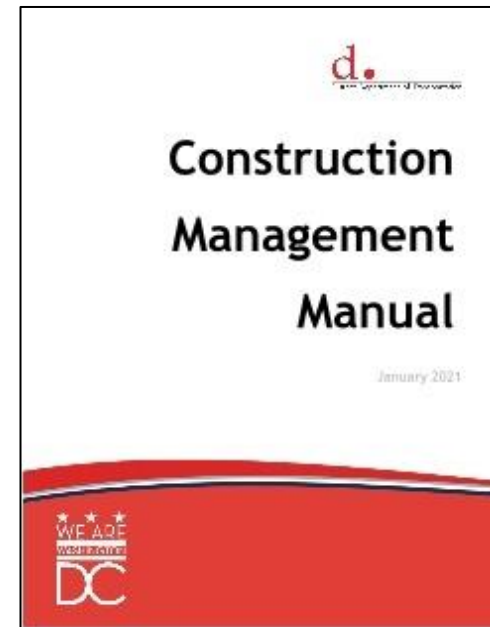
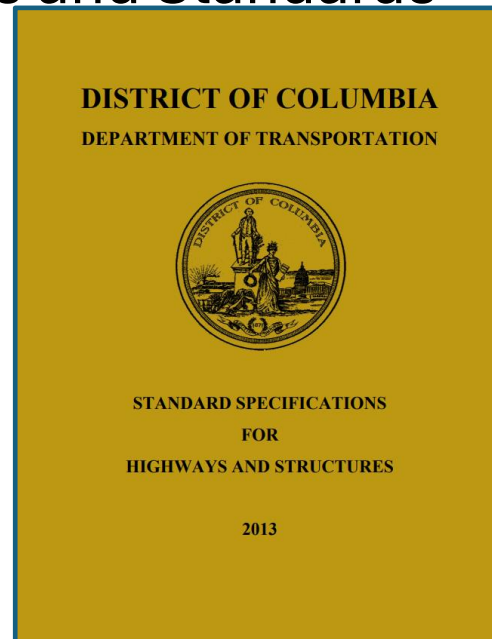
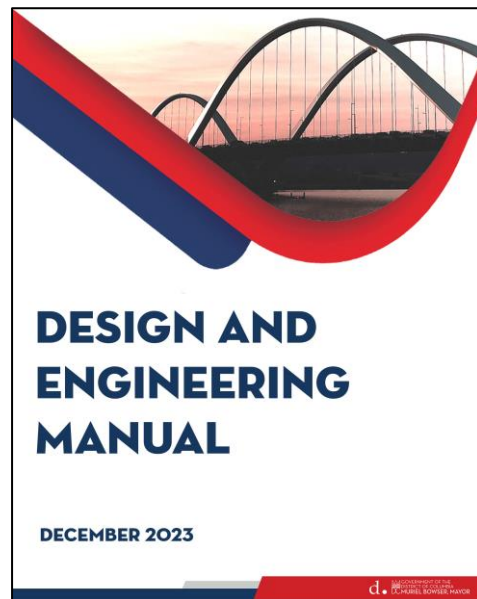
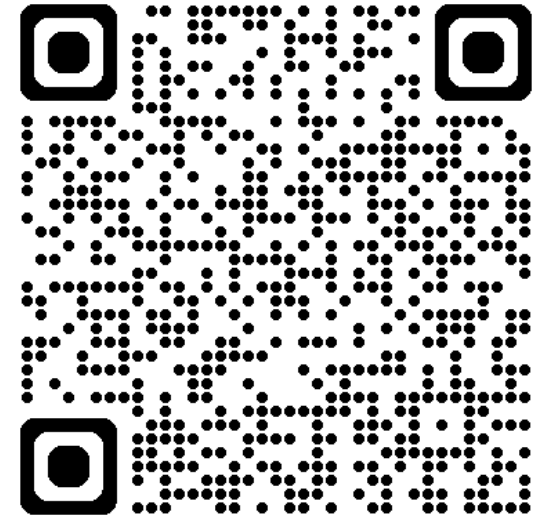
Project Specific DBE (when active) and CBE Participation Goals are Established at Advertisement

Federal Funding: DBE goals
Local Funding: CBE goals



DDOT Contractors Information Center

- Provides important information for firms doing design and construction work for DDOT:
<https://ddot.dc.gov/page/contractors-information-center>
- Procurement online sites
- Bidding Information
- Manuals, Guidelines and Standards



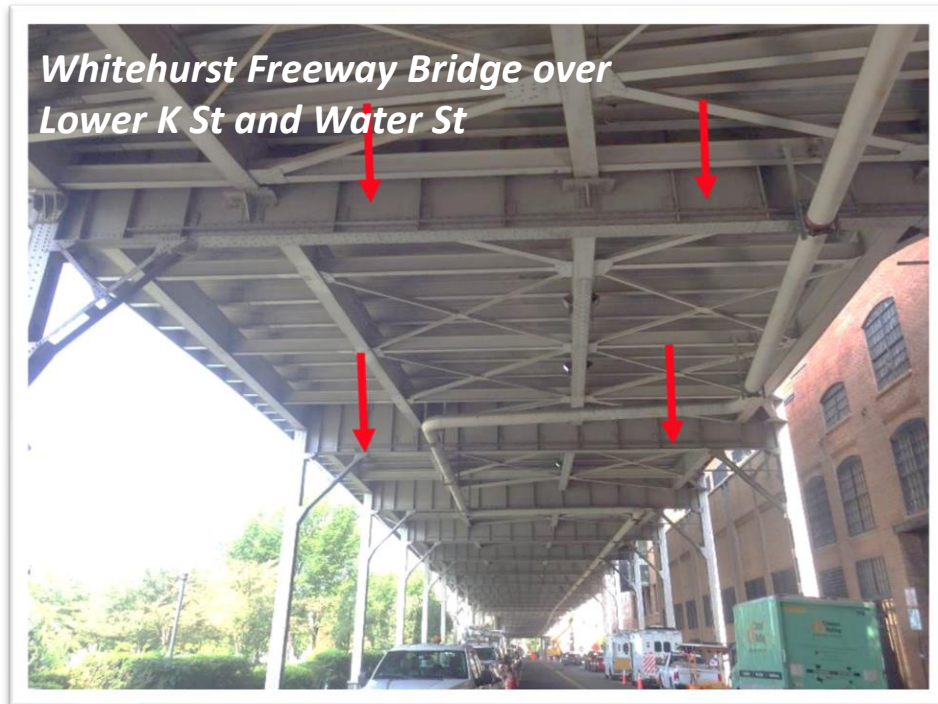
IPMA – Who do I Reach Out To?

- **Design & Construction Management Division** (Yvonne Thelwell, PE, Deputy Chief Engineer)
 - Roadway Design: Julie Pike, PE
 - Bridge Design: Zahra Dorriz, PE
 - Roadway Construction: Ali Shakeri, PE
 - Bridge Construction: David Tackoor, PE
- **Citywide Engineering & Special Projects Division** (Ravi Ganvir, PE, Deputy Chief Engineer)
 - Mega & Special Projects Design: Stephen Jerrick, PE
 - Mega Projects Construction Oversight: Anthony Soriano, PE
 - Bridge & Structures: Song Kim, PE
 - Hydraulics, Stormwater, and Green Infrastructure: Ejigineh “EJ” Simie, PE
 - Right-of-Way/Real Estate: Vacant, Ravi Ganvir is acting
 - Utilities: Ronald Williams, PE
 - 3rd Party/Developer Projects: Ogechi Elekwachi, PhD

Thank you for your cooperation and patience during our transition!

FY27 A/E Schedule

- RFQ out in Winter 2026
- Only category will be Construction Management & Inspection
- Bridge Design, Roadway Design, Traffic Engineering will be open solicitations



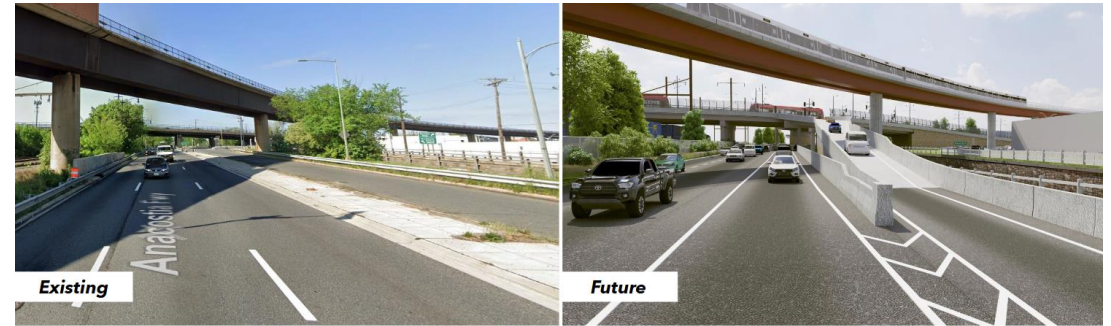
Benning Road NE Bridges, Phase 1

between 34th St and Minnesota Avenue Intersection

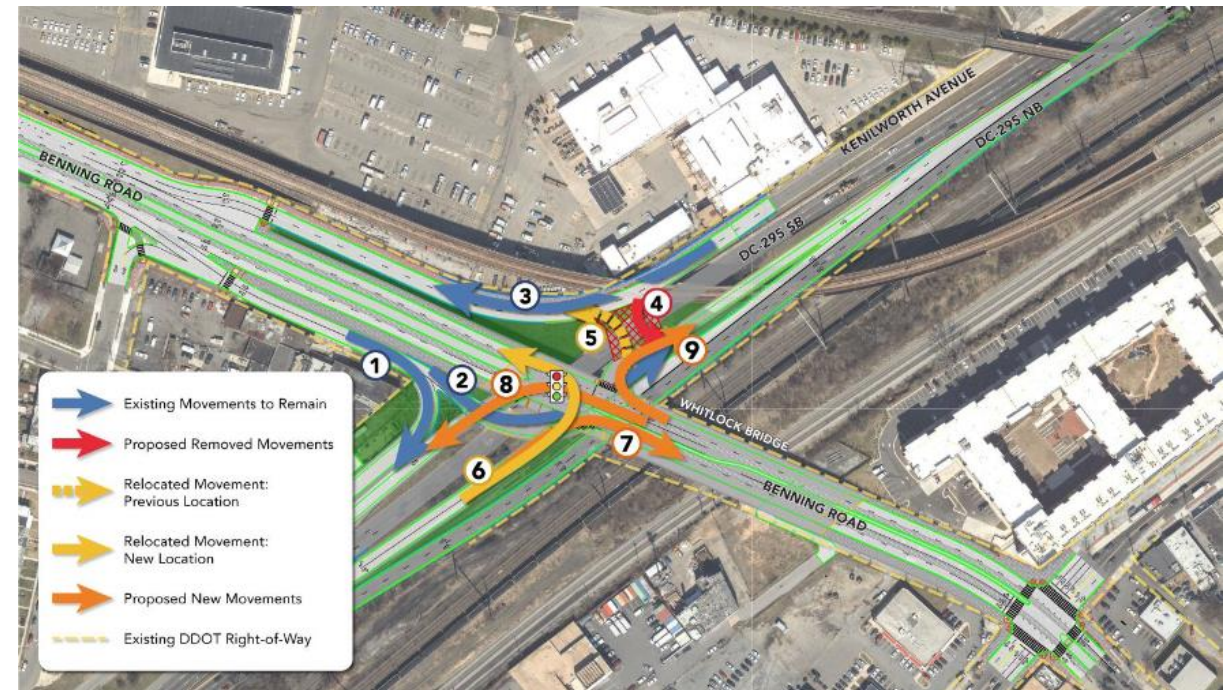
WHAT – Improvements include bridge reconstruction of the obsolete Lorraine H. Whitlock Bridge, carrying Benning Rd over DC-295 and CSX freight rail tracks. and the DC-295 (Anacostia Freeway) interchange from 34th Street to the Minnesota Avenue intersection, safety improvements along the Benning Rd corridor, and enhanced pedestrian and bicycle facilities.

WHEN – CY 2026, 1st Quarter

**Construction Management
Construction**



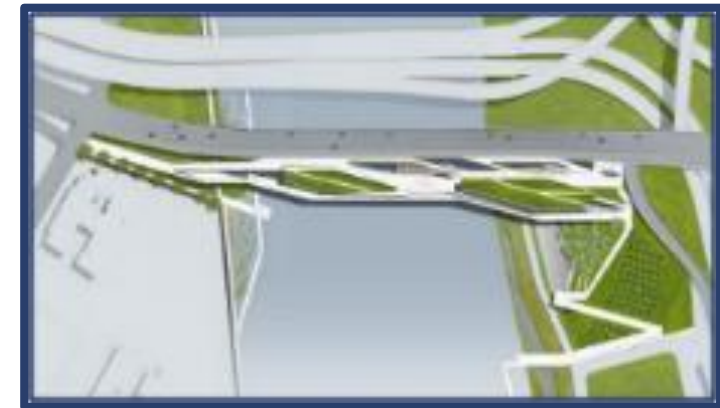
DC-295 NB Interchange Modifications



11th Street Bridge Park

WHAT – Will be the City's first elevated public park, to be located on the piers of the old 11th Street bridge over the Anacostia River. It is a collaborative project between DDOT and the non-profit Bridges Across the River (BBAR)

WHEN - CY 2025 4th Quarter



**Construction
Construction Management**

Anacostia Pedestrian Bridge

- FY 2025 budget funds a new safe and efficient pedestrian and bicycle bridge

- **WHAT:** *Anacostia Metro Station Pedestrian Bridge*

- **PROJECT STATUS:** Design

- **WHEN** - CY 2026 4th Quarter

**Construction Management
Construction**



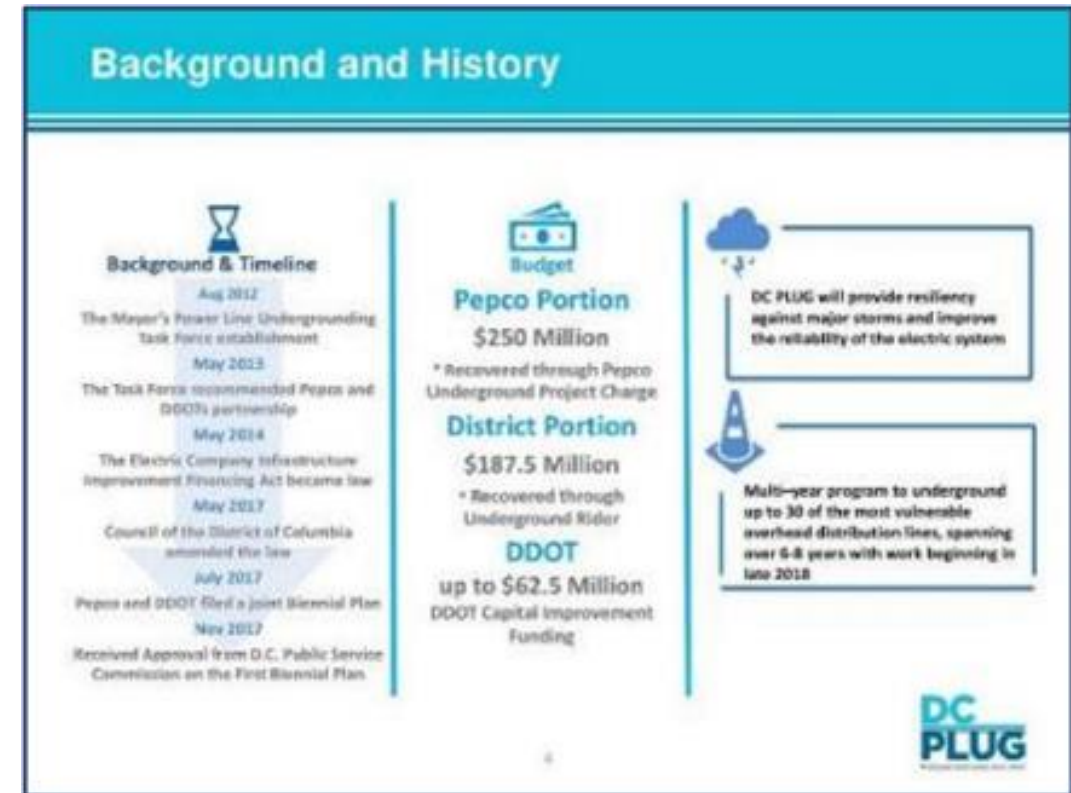
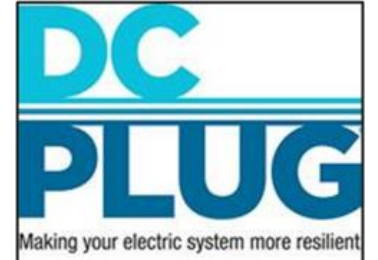
DC Power Line Undergrounding (PLUG)

WHAT – Move key overhead lines to underground to improve safety, resiliency and reliability

WHEN – Quarter 4 2026

VALUE

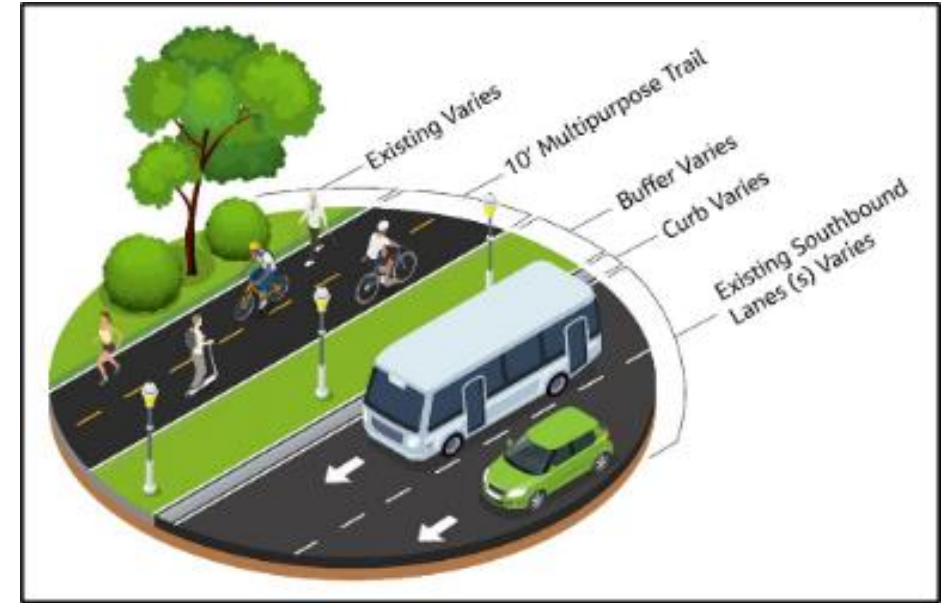
- Construction ranging from \$1M to \$15+ M
- Check Project Forecast website for upcoming feeder construction (currently 12 Feeders)



Construction

South Capitol Street Trail

WHAT – Improves bicycle and pedestrian access along South Capitol Street/Overlook Avenue. The limits of the project extend for about 3.8 miles from the Firth Sterling Street/South Capitol Street intersection, southward along South Capitol Street/Overlook Avenue to Laboratory Road, and eastward under the I-295 overpass to Shepherds Parkway



WHEN - CY 2025 1st Quarter

\$10m Federal Grant Award!!!!

**Construction
Construction Management**



New and Rehabilitated Trail Segments

New or Rehabilitated Trail Segments

- Suitland Parkway Trail
- Anacostia River Walk Trail (Neighborhood Access)
- Arboretum Bridge to Maryland Ave Connector
- Lincoln Connector Trail
- Oxon Run Trail



Source: DDOT Suitland Parkway Trail Rehabilitation Public Meeting



Upcoming Solicitations

Design Services

- DC 295 Safety Improvements
- 10th St SW Bridge over CSX
- Mall Tunnel Rehab
- 27th St. NW Bridge



CM & Construction

- Benning Road, Phase 1
- 11th Street Bridge Park
- Wheeler Road
- Arizona Ave Pedestrian Bridge
- Anacostia Ave over Anacostia River Outlet (Bridge 78)
- Southern Ave, SE, Ph 1
- South Capitol Street Trail

CONNECT WITH US!

- DDOT's Compliance & Business Engagement (CBED) *formerly* Equity & Inclusion Division
- Email: dbe.ddot@dc.gov

DDOT CBED- Stakeholder Request for Follow-Up | Inquiry Form



RESOURCES: Key Contacts (DDOT)

Compliance & Business Engagement Division (CBED) *formerly* Equity & Inclusion Division
District Department of Transportation - 250 M Street, SE, 7th Floor - Washington, DC 20003

Questions



OR



Email

Call us

with any comments,
questions, or concerns

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DBE Compliance

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Email: kenee.green@dc.gov

Metro's Meet the Primes



**Thank you
for joining us and
participating in
today's outreach.**

Introducing:



Michael Bing
Small Business Analyst
Small Business Programs Office

DBE Reevaluation



Michael Bing, Small Business Analyst

Washington Metropolitan Area Transit Authority

May 7, 2026

Delivering Your Metro, the Way Forward

Focus Today



Service Excellence

Deliver safe, reliable, convenient, accessible, and world-class service that customers can trust across all modes.

Objectives of Service Excellence Goal

- **Safety and Security**
- **Reliability**
- **Convenience**

Focus Today



Talented Teams

Attract, develop, and retain world-class talent where individuals feel valued, supported, and proud of their contribution.

Objectives of Talented Teams Goal

- **Recruitment and Retention**
- **Learning and Development**
- **Customer Service Mindset**

Focus Today



Financial & Organizational Efficiency

Steward public resources and efficiently allocate resources where they drive the most value, to ensure service delivery.

Objectives of Financial & Organizational Efficiency Goal

- **Financial Responsibility**
- **Organizational Efficiency**
- **Energy Management**

Safety Contact

- Keep work area tidy
- Maintain a clean and organized workspace to reduce the risk of accidents.



What We Will Cover

- Overview-New USDOT Interim Final Rule
- DBE Re-Evaluation/certification Requirements
- DBE Re-Evaluation/certification Process
- Personal Net Worth Statement
- Personal Narrative

Interim Final Rule, DOT-OST-2025-0897

The US Department of Transportation (USDOT) Interim Final Rule (IFR) Regulatory Identifier Number 2105-AF33 (RIN) 2105-AF33, issued on October 3, 2025, modifies the Disadvantaged Business Enterprise (DBE) and Airport Concession DBE (ACDBE) programs to align with constitutional nondiscrimination requirements. It removes race- and sex-based presumptions of disadvantage and mandates individualized determinations for all applicants.

Key Changes

- Elimination of race- and sex-based presumptions of disadvantage.
- All applicants must submit:
 - Personal Net Worth (PNW) Statement,
 - Personal Narrative (PN) describing the Non-presumptive Disadvantage, and
 - Unified Certification Programs must reevaluate all firms certified as a DBE.

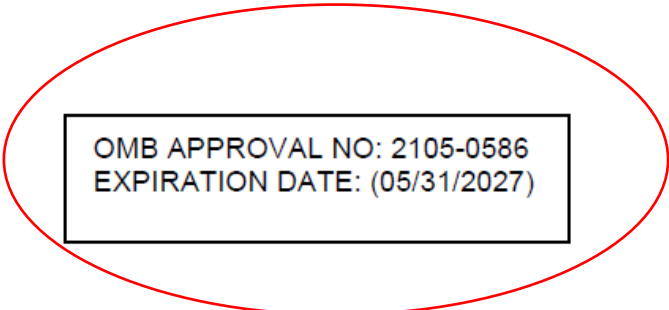
49 CFR § 26.67(a)

Why is the reevaluation process required?

(a) Non-presumptive Disadvantage. All applicants must demonstrate social and economic disadvantage (SED) affirmatively based on their own experiences and circumstances within American society, and without regard to race or sex.

Personal Net Worth (PNW) Statement

Please ensure you are using the correct PNW



DBE/ACDBE PNW Statement

PNW (cont.)

Documentation is required to support each entry

INSTRUCTIONS

An individual's personal net worth according to 49 C.F.R. Parts 23 and 26 includes assets and liabilities that she or he owns or is deemed to own without regard to community property or equitable distribution laws.

If the personal net worth of the majority owner(s) of the firm exceeds the PNW cap posted online at <https://www.Transportation.gov/DBEPNW>, as defined by 49 C.F.R. Parts 23 and 26, the firm is not eligible for DBE or ACDBE certification.

Provide all Worksheets. **Provide documents to support each entry.** If you have any questions about completing this form, contact the certifying agency.

Transfers Within Preceding Two Years: If you transferred assets worth at least \$20,000 in aggregate to related parties within the last two years, enter total from Worksheet 9. *Exclude transfers to applicant or DBE.*


Relatives include your spouse or domestic partner, children (whether biological, adopted, or stepchildren), siblings (including stepsiblings and those of the spouse or domestic partner), and parents (including stepparents and those of the spouse or domestic partner). Related entities include for-profit privately held companies of which any relative is an owner, officer, director, or equivalent; and family or other trusts of which you or any relative is grantor, trustee, or beneficiary, except when the transfer is irrevocable. See 49 C.F.R. 26.68(c)(7)-(9).

PNW (cont.)

Personal Net Worth Statement

As of

This form is used by all participants in the U.S. Department of Transportation's Disadvantaged Business Enterprise (DBE) and Airport Concession DBE (ACDBE) Programs. Each individual owner of a firm applying to participate as a DBE or ACDBE, whose ownership and control are relied upon for DBE certification must complete this form. Each person signing this form authorizes the certifying agency to make inquiries as necessary to verify the accuracy of the statements made. The agency you apply to will use the information provided to determine whether an owner is economically disadvantaged as defined in the DBE program regulations 49 C.F.R. Parts 23 and 26. Return form to appropriate certifying agency, not U.S. DOT.

Name	<input type="text"/>		
Residence (As reported to the IRS) Address, City, State, and Zip Code	<input type="text"/>		
Company's Legal Name	<input type="text"/>	Phone:	<input type="text"/>
Marital Status: <input type="checkbox"/> Single <input type="checkbox"/> Married/Domestic Partnership		Business Phone:	<input type="text"/>

PNW (cont.)

Assets	(Omit Cents)
1. Cash and Cash Equivalents (checking and savings accounts, CDs etc.) (Complete Worksheet 1)	
2. Investment Accounts and Individual Securities (Complete Worksheet 2)	
3. Value of Your Ownership Interest in Real Estate, Excluding Primary Residence (Complete Worksheet 3)	
4. Personal Property and Other Assets (Complete Worksheet 4)	
5. Ownership in Other Businesses (Complete Worksheet 5)	
6. Life Insurance (Cash Surrender Value) (Complete Worksheet 6)	
7. Amounts Owed to You (Complete Worksheet 7)	
8. Assets Held in Trust (Complete Worksheet 8)	
9. Assets Transferred to Related Parties Within the Past Two Years (Complete Worksheet 9)	
Total Assets:	\$ 0.00

Assets	(Omit Cents)
1. Cash and Cash Equivalents (checking and savings accounts, CDs etc.) (Complete Worksheet 1)	
2. Investment Accounts and Individual Securities (Complete Worksheet 2)	
3. Value of Your Ownership Interest in Real Estate, Excluding Primary Residence (Complete Worksheet 3)	
4. Personal Property and Other Assets (Complete Worksheet 4)	
5. Ownership in Other Businesses (Complete Worksheet 5)	
6. Life Insurance (Cash Surrender Value) (Complete Worksheet 6)	
7. Amounts Owed to You (Complete Worksheet 7)	
8. Assets Held in Trust (Complete Worksheet 8)	
9. Assets Transferred to Related Parties Within the Past Two Years (Complete Worksheet 9)	\$ 0.00

PNW (cont.)

Assets	(Omit Cents)	Liabilities	Liabilities
1. Cash and Cash Equivalents (checking and savings accounts, CDs etc.) (Complete Worksheet 1)		10. Mortgages on Real Estate Other Than Primary Residence (Complete Worksheet 10)	10. Mortgages on Real Estate Other Than Primary Residence (Complete Worksheet 10)
2. Investment Accounts and Individual Securities (Complete Worksheet 2)		11. Loans on Life Insurance (Complete Worksheet 11)	11. Loans on Life Insurance (Complete Worksheet 11)
3. Value of Your Ownership Interest in Real Estate, Excluding Primary Residence (Complete Worksheet 3)		12. Other Liabilities (Complete Worksheet 12)	12. Other Liabilities (Complete Worksheet 12)
4. Personal Property and Other Assets (Complete Worksheet 4)			
5. Ownership in Other Businesses (Complete Worksheet 5)			
6. Life Insurance (Cash Surrender Value) (Complete Worksheet 6)			
7. Amounts Owed to You (Complete Worksheet 7)			
8. Assets Held in Trust (Complete Worksheet 8)			
9. Assets Transferred to Related Parties Within the Past Two Years (Complete Worksheet 9)			
<u>Total Assets:</u>	\$ 0.00	<u>Total Liabilities:</u>	\$ 0.00

PNW (cont.)

Complete All Worksheets

Worksheets

Worksheet 1—List Cash and Cash Equivalents (checking or savings accounts CDs etc.) (Attach additional sheets as necessary)

Cash/Account	Balance
	<i>Total</i>



PNW (cont.)

Worksheet 2—Investment Accounts and Individual Securities (e.g., Brokerage and Custodial accounts, stocks, bonds) (Full Value) (Attach additional sheets as necessary)

Account or Security Name and Number	Value
	<i>Total</i>



PNW (cont.)

Worksheet 3—Real Estate Other than Primary Residence (Attach additional sheets as necessary)

	Property 1	Property 2	Property 3
Type of Property			
Address			
Date Acquired			
Purchase Price			
Present Market Value			
Source of Market Valuation			
			<i>Total</i>



PNW (cont.)

Worksheet 4—Personal Property and Other Assets (Attach additional sheets as necessary)

- Vehicles (e.g., cars, trucks, recreational vehicles, motorcycles, boats, etc.) and titled in your name or of which you are the primary operator. (Itemize)
 - Household Property
 - Artwork
 - Jewelry
 - Other collectables Amounts owed to you (e.g., loans to others, including companies) (Itemize)
 - Other (e.g., livestock, farm equipment, greenhouse)
- You will need to answer whether the asset is insured and its total value

PNW (cont.)

Worksheet 5—Ownership in Other Business Investments (excluding applicant firm) Sole Proprietorships, General Partners, Joint Ventures, Limited Liability Companies, Closely-held and Public Traded Corporations. (Attach additional sheets as necessary)

	Business 1	Business 2	Business 3	Business 4
Business name				
Address				
Value				
				<i>Total</i>

Worksheet 6— Life Insurance (do not list term life insurance) (Attach additional sheets as necessary)

Policy	Insurance Company	Cash Surrender Amount
		<i>Total</i>

PNW (cont.)

Worksheet 9— Assets Transferred to Related Parties Within the Past Two Years (Attach additional sheets as necessary)

Asset	Description	Value
		<i>Total</i>



PNW (cont.)

Worksheet 10—Mortgages on Real Estate Other Than Primary Residence (Itemize by loan, attaching additional sheets if necessary)

	Property 1	Property 2	Property 3
Type of Property			
Address			
Name of all Mortgage Holders			
Loan Balance			

Total



PNW (cont.)

Worksheet 11— Loan on Life Insurance (do not list term life insurance) (Attach additional sheets as necessary)

Policy	Insurance Company	Loan Amount
	<i>Total</i>	



PNW (cont.)

Worksheet 12—Other Liabilities (Attach additional sheets as necessary)

- Loans on Motor Vehicles (itemize)
 - Loans Secured by Property Other Than Real Estate or Vehicles
 - Loans Secured by Property Other Than Real Estate or Vehicles
 - Unpaid Taxes (fixed in amount and currently due)
 - Any Other Amount, Not Reported Above, That You Currently Owe (itemize and describe)
- You will need to state the name of the creditor and the Amount of the Liability (balance)

PNW (cont.)

Worksheet 13—Retirement Accounts (Attach additional sheets as necessary)

Account Name	Value
	<i>Total</i>

Worksheet 14--Primary Residence

Address	
Date Acquired	
Purchase Price	
Market Value	
Source of Market Valuation	



Personal Narrative (PN)

To satisfy the social and economic disadvantage requirement – Certifiers are required to ensure **all determinations of disadvantage are not based in whole or in part on race or sex (§ 26.67(a)(1))**.

The Personal Narrative (PN), must describe specific instances of economic hardship, systemic barriers, and denied opportunities that impeded progress or success in education, employment, or business, including obtaining financing on terms available to similarly situated, non-disadvantaged persons. **The PN CANNOT mention RACE and/or GENDER as the basis of economic hardship, systemic barriers, and denied opportunities.**

The PN must state how and to what extent the impediments caused economic harm, including a full description of type and magnitude, and must establish the owner is economically disadvantaged in fact relative to similarly situated non-disadvantaged individuals.

PN Criteria

1. Structure (Submit two or more pervasive incidents that answer all six questions)

i. **What happened?** *Example:* “During a bid process for a subcontract, I was told by the prime contractor that they preferred to work with firms from their ‘usual circle,’ despite my lower pricing and qualifications.”

ii. **When and where?** *Example:* “This occurred in 2019 during a federal project bid in Virginia.”

iii. **Who was involved?** *Example:* “The procurement manager of [Company Name].”

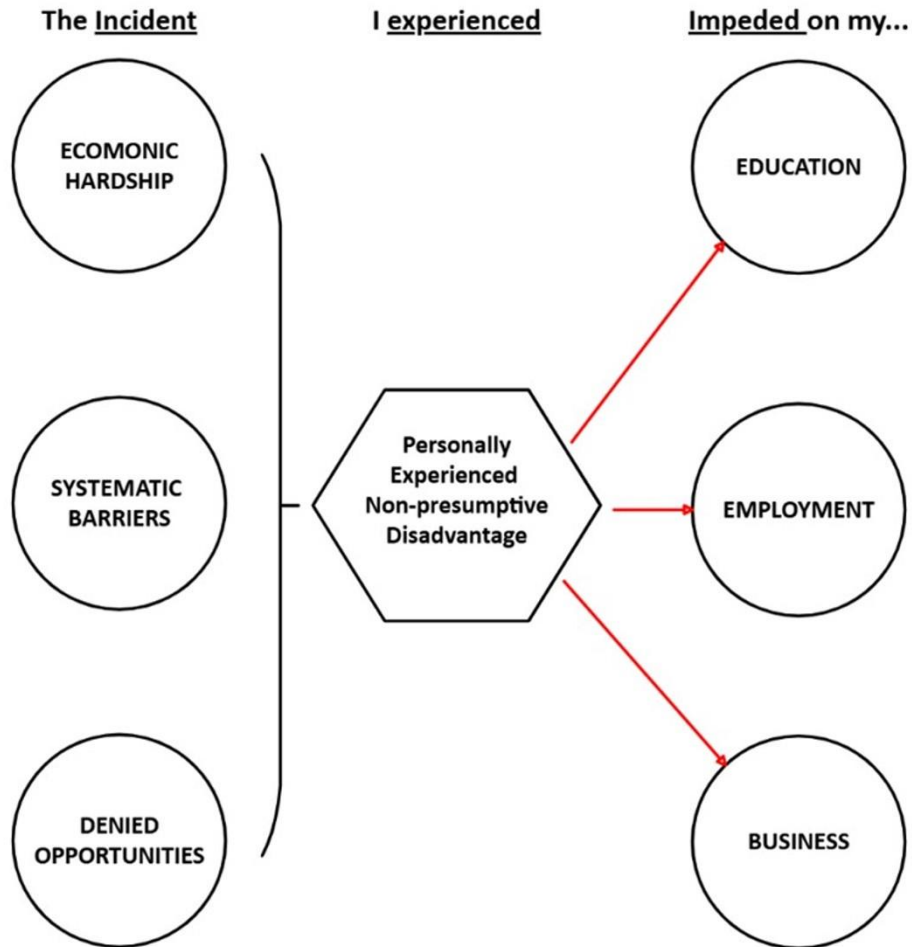
iv. **What was the basis of bias?** *Example:* “The decision was influenced by my lack of access to established networks, which is a systemic barrier for some individuals.”

v. **How did it affect you personally?** *Example:* “I felt excluded and realized that without these networks, I could not compete fairly.”

vi. **How did it affect your business or career?** *Example:* “This exclusion delayed my ability to secure prime contracts, limiting revenue growth and preventing me from hiring additional staff.”

➤ Evidence (provide corroborating documentation if available)

PN Structure



- In May 2019, I was pursuing a subcontracting opportunity in Arlington, Virginia.
- My small business had the capabilities, past performance, and met the bonding requirement, but the procurement manager at the prime, ABC LLC—despite my qualifications—chose to work only with vendors they already knew.
- I lost a chance to participate in a contract that would have brought in approximately \$180,000 in revenue.

PN: Questions to Consider

Background/Upbringing	Education & Employment Barriers	Financing/ Capital Access	Business Challenges Resulting from Social Disadvantage	Quantification/ Harm	Relative or Other Non-Disadvantaged Individuals
<p>What is your socioeconomic background (e.g. low income, parental incarceration, parental education, single-parent household, neighborhood conditions)?</p>	<p>Did you face obstacles in accessing higher education (e.g. needing to work full time, limited access to financial aid, rejections, delayed enrollment, social pressures to pursue a different field/profession)?</p>	<p>Have you ever been denied a loan or faced with increased interest rates / higher terms (bank, SBA, private)?</p>	<p>How did your social disadvantage create barriers in your business compared to non-disadvantaged competitors?</p>	<p>Can you describe the magnitude of disadvantages (lost revenue, extra costs, delayed growth)?</p>	<p>Do you know of peers (non-disadvantaged) who had easier access to capital, contracts, or growth? How was your path more difficult?</p>
<p>Did you grow up in a community with limited resources (e.g. low income, lack of opportunities, under-resourced public school, food dessert)?</p>	<p>Were there periods of underemployment or difficulty advancing in your career compared to peers (for reasons not attributable to race or gender)?</p>	<p>Did you lack collateral, credit history, or personal wealth to secure favorable financing?</p>	<p>Have you experienced unequal treatment in opportunities or other work by clients, customers or partners resulting from your social disadvantage, not general market conditions?</p>	<p>Do you have financial statements, tax returns, net worth statements, credit reports, etc., to support the narrative?</p>	<p>Can you show, by comparison, how you were restricted or delayed relative to others starting in similar industries or regions?</p>



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Thank You!

Washington Metropolitan Area Transit Authority