



# Q2 Newsletter

## August 2025

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How Small Businesses  
Can Prepare For What's Next



## Director's Corner



**Meshelle M.V. Howard**  
SBPO Director

Greetings Business Community,

Summer is here, and the weather is very hot!

There is always something great happening at Metro. We continue to make great strides in ridership, with record-breaking numbers over the Fourth of July holiday.

Metro is proud to announce that we have been honored with two top awards from the American Public Transportation Association: the **Outstanding Public Transportation System Award** and the **Outstanding Partnership in Public Transportation Award**. These accolades recognize the dedication, innovation and world-class service delivered every day by our entire Metro team.

**The Outstanding Public Transportation System Award** acknowledges our commitment to safety, reliability and continuous improvement. **The Outstanding Partnership Award**, earned alongside Kimley-Horn and Foursquare Integrated Transportation Planning, highlights our successful collaboration on the Better Bus initiative, a first-of-its-kind effort to improve bus service across the region.

This recognition is more than a win; it's a milestone that speaks to what we've achieved together and where we're headed as a system and a community.

[Explore Metro's Small Business Programs Office Webpage](#) for listings of opportunities.

For those businesses that are certified with us, we send you advance notices of opportunities, so make sure your contact information is up to date. We look forward to doing business with you at any level. Remember, we are *"Your Metro, the Way Forward."*

We know that everyone's schedule is busy and you may not be able to attend all of our virtual business educational training events. You can find them on the SBPO website. We have small business programs you may be interested in, so check out Metro's website.

We look forward to hearing from you at Metro's Small Business Programs Office. Have a safe summer!

*Cordially,*  
**Meshelle M.V. Howard, MCA**

Staying Competitive

# How Small Businesses Can Prepare For What's Next

In today's fast-moving marketplace, small businesses must do more than react — they must plan, prepare and position themselves to take advantage of every opportunity that comes their way.

Whether you're focused on Metro contracts or expanding your footprint across the region, having a solid foundation and the right strategy can help your business thrive — even in uncertain times.

Here are five ways to stay ready and resilient:

## Build Operational Capacity

Do you have the staff, tools and systems in place to deliver on contracts? Consider investing in training, upgrading your project management tools and creating a scalable back-office process to support growth.

## Keep Your Documentation Updated

A clean, professional capability statement, current business licenses, certifications (*Disadvantaged Business Enterprise or DBE and Small Business Enterprise or SBE*) and insurance are non-negotiable. Review them regularly so you're always ready to respond to a solicitation or meet with a prime contractor.

## Strengthen Your Network

Attend outreach events, join industry groups and introduce yourself to potential teaming partners. Relationships often open doors before opportunities are formally posted.

## Understand The Procurement Landscape

Even if you're not bidding yet, review solicitations, track contract award announcements and learn how agencies like Metro structure their procurements. Familiarity now builds confidence later.

## Seek Support And Guidance

You don't have to do it alone. Take advantage of local resources like SBDCs, SCORE mentors, APEX Accelerators and Metro's own small business programming.

Small steps today = big wins tomorrow.

Preparing now — before a contract drops — puts you miles ahead of the competition. Metro's Small Business Programs Office is here to help you navigate every step of the journey.

# Looking For Upcoming Metro Opportunities? Here's Where To Start

If you're interested in doing business with Metro, staying informed about upcoming procurement opportunities is essential. While we don't list all active and future projects in our newsletter, we want to make sure small businesses know exactly where to go to find opportunities for fiscal year 2026.

Metro is committed to providing access and visibility for Small Business Enterprises and Disadvantaged Business Enterprises, and there are several tools available to help you stay competitive.

Here's where you can find what's coming up:

## Available Procurements

Visit the [Available Solicitations page](#) to view open solicitations and plan your bids.

## Capital Projects Opportunities Newsletter

The quarterly newsletter provides information on active and prospective procurement opportunities for capital projects, upcoming engagement events and guidelines for working with Metro. The newsletter helps consultants, contractors, manufacturers and suppliers — as well as the public — gain visibility into the pipeline for architectural and engineering services, professional project management services and construction projects.

## FY 2026 Proposed Budget

You can also review Metro's capital projects for the fiscal year by viewing our [FY2026 Proposed Budget PDF](#), starting on page 87.

## Supplier Portal Registration

Be sure to register your business in Metro's vendor portal to receive notifications about upcoming contract opportunities and bid announcements. If you're already registered, take a moment to review and update your contact information to ensure you don't miss important updates, resources and opportunities to grow your business.

## Tips For Staying Ready:

- Maintain an up-to-date vendor profile
- Review solicitations regularly and mark deadlines
- Connect with our office for outreach events or technical assistance

Want to learn more or need help navigating the process?  
Contact us at [sbpohotline@wmata.com](mailto:sbpohotline@wmata.com) or explore  
[Metro's Small Business Programs Office Webpage](#).



## Small business resources to help you grow and compete

At Metro, we're committed to supporting the success of small, minority- and women-owned businesses — not just through contracts, but by connecting you with the tools, training and partnerships that strengthen your business long-term.

Whether you're just starting or scaling up, there are a variety of free and low-cost resources available locally and nationally to help you build capacity and stay competitive in today's marketplace.

Here are a few key resources to explore:

### Small Business Development Centers (*SBDCs*)

Offer free business advising, access to capital guidance and procurement readiness support. [Find Your Local SBDC](#)

### SCORE

Provides mentoring and business workshops in areas like business planning, marketing and financial management. Visit [SCORE.org](#)

### U.S. Small Business Administration (*SBA*)

Explore SBA loan programs, certifications and federal contracting tools tailored to small businesses. Visit [sba.gov](#)

### APEX Accelerators

Formerly known as Procurement Technical Assistance Centers, these centers help small businesses navigate government contracting. [Find an APEX Accelerator](#)

### Metro's Small Business Programs Office

Metro's Small Business Programs Office offers targeted workshops, one-on-one technical assistance, networking events and access to DBE and SBE certifications. You can view recordings of previous webinars on [Metro's YouTube channel](#).

#### Words Of Wisdom

***“Small business isn’t for the faint of heart.  
It’s for the brave, the patient and the persistent.”***  
**—Unknown**

Starting and running a small business takes courage to face challenges, patience to grow steadily and persistence to keep going despite setbacks. It’s not easy, but those qualities help turn dreams into success. Remember, Metro’s Small Business Programs Office is here to support you every step of the way.

## Explore SBPO’s Resources

### Frequently Asked Questions

Do you have questions about SBPO’s services, eligibility or certification requirements? Visit our [FAQs section](#) to find answers to common questions. We’re here to make the process as transparent and accessible as possible.

### Survey: Share Your Input

We value your feedback and want to tailor our services to your needs. Take a moment to participate in our survey and help us improve our outreach efforts. Tell us:

- Do you have suggestions for education topics you’d like to see in SBPO’s future outreach?
- How can we enhance our support during the certification process?
- Is there a specific aspect of certification that you’d like explained in greater detail? We’re here to provide the information you need.

[Complete the survey](#)

### Contact Us

If you have any questions or concerns, don’t hesitate to reach out. You can email us at [sbpohotline@wmata.com](mailto:sbpohotline@wmata.com). Our dedicated team is ready to assist you with any inquiries you may have.

### Visit Our Website

For a comprehensive overview of what the Small Business Programs Office has to offer, visit [our website](#). Explore the full range of resources, support and opportunities available to small businesses looking to partner with us.

At SBPO, your input and success are our priorities. We're here to support you every step of the way, so please take advantage of our resources and stay connected with us. Together, we can achieve your business goals and contribute to our shared success.

## New Certifications and Renewals

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

### Home State Certifications:

Alewaron LLC	DBE/MBE
Cavalier Logistics Corporation	MBE

### Interstate Certifications:

Team Consulting Inc	DBE/MBE
Empire Safety	DBE
Austell A Engineering	DBE
Colt Insulation Inc.	DBE
KTS	DBE
ArBo Global, LLC	DBE/MBE
BE-CLEAN Cleaning Services, INC.	DBE/MBE
Tharu Technologies LLC	DBE/MBE
Lee L. Davis and Associates LDA	DBE/MBE
Dnutch Associates	MBE

### Annual Reviews:

ERP Resources, inc.	Aquas Incorporated
ROBNET, INC	TRACONCEPTS LLC
Janus Contractors Inc	Acumen Building Enterprise, Inc.
Radin Consulting Inc	Letke Security Contractors Inc
S Q Consultants, Inc	Atlantic Underground Construction
B-Sar Electric LLC	Geop Solutions, LLC
Unified Industries Inc	Advanced Solutions & Controls
Aspen of DC, Inc.	Property & Environmental Management Inc
Environmental Management Services, Inc.	Groshell Logistics Inc
John John INC T/A ANT Towing	Hardscapes Construction, Inc.
Leuterio Thomas, LLC.	Jenson Fire Protection, Inc.
Chesapeake Environmental Management, Inc	Mercado Consultants, Inc.
Shrewsbury & Associates LLC	Jill Sorenson Enterprises, LLC
Ingenuity Consulting, Inc.	Straughan Environmental Inc
N3O Technologies, LLC	Nelson Precast Products, LLC
Northeast Construction, Inc.	LSG Landscape Architecture, Inc.
Foursquare Integrated Transportation	Mahan Rykiel Associates, Inc.

## Annual Reviews:

H & J International, PC	Itenology Corporation
ALFA Tech Consulting, Inc.	Educology Solutions Co
Dulles Group for Management and Technical, Constant and Associates, Inc.	Olan Williams and Associates LLC
Constant and Associates, Inc.	Business Transformation Group
Nasir and Associates, LLC	Morcom International, Inc.
Oboe Galaxy Management, LLC	NEXIEN INC.
Enshrine Productions LLC	G-11 Enterprises
SL King Technologies Inc	Emotive Architecture, PLLC
Firvida Construction Corporation	Ligon Electric Inc
Design Depictions Structural Engineering	Perses Consulting, LLC
Garg Consulting Services, Inc.	Findling Inc
QST Inc	MAC Electric, LLC

## Upcoming Outreach Events

**Full-Proof Strategic Planning to Grow Your Business** *(Virtual)*  
Thursday, Sept. 11, 2025

This seminar is designed to help small businesses create a strategic roadmap for the upcoming year. Participants will learn how to set measurable goals, identify growth opportunities and align their operations and finances with market demands. The session will focus on optimizing resource allocation and developing actionable strategies to enhance overall competitiveness and organizational effectiveness. By the end of the seminar, participants will have a clear idea of ways to position their business for sustained success in the new year.

[Registration link](#)

**Metro's Meet the Primes**  
*(In Person, Metro's New Carrollton Building, Maryland)*  
Thursday, Sept. 25, 2025

Network with industry leaders and explore potential partnership opportunities. Learn about upcoming projects, procurement processes and how your business can collaborate with Metro's prime contractors. Don't miss this chance to connect and grow your business. Space is limited, so reserve your spot now.

[Registration link](#)

**Metro's Certification Workshop**  
*(In Person, Metro's Eisenhower Building, Virginia)*  
Tuesday, Oct. 7, 2025

An in-person workshop designed to help small businesses successfully navigate the certification process for Metro's socioeconomic programs, including Disadvantaged Business Enterprise and Small Business Enterprise certifications. Participants will receive step-by-step guidance, learn about eligibility requirements and get tips for submitting a complete and accurate application.

[Registration link](#)

**Future-Proofing Your Wealth: Strategies for Growth, Protection and Financial Health** *(Virtual)*  
Thursday, Nov. 13, 2025

This practical webinar is designed to help small business owners and entrepreneurs build long-term financial stability. Learn smart strategies to grow your wealth, protect your assets and strengthen your financial foundation for the future.

[Registration link](#)



# Transportation News & Small Business Updates

## Regional Transit & Funding Updates

### DMVMoves Task Force Plans Funding Strategy

The [DMVMoves Task Force](#), supported by WMATA and COG, is drafting a long-term funding and service-enhancement strategy for Metro, VRE, MARC, and local buses. Recommendations are expected by year's end, focusing on legislative support and cost-effective improvements.

### Task Force May Skip Specific Funding Recommendations

In April, officials indicated the task force might not finalize dedicated funding proposals (*like taxes or fees*) but will provide comprehensive guidance for state and local decision-makers [FFXnow](#).

### “Better Bus” Network Debut

As of June 29, Metro launched its first full overhaul of the regional bus network in 50 years—tuning routes, frequencies, and connections to better streamline service [WMATA](#).

### \$1.1B in Low/NoEmission Transit Grants Now Open

FTA's FY 2025 NOFO opened in May, offering \$1.1 billion for low- and zero-emission buses and facilities, and \$398 million for broader bus projects. [Applications are due July 14](#)

## Small-Business & Local Economic News

### DC FY 25 Grants & Procurement Programs

The DC Office of Deputy Mayor for Planning & Economic Development launched multiple FY 2025 business funding programs—including Chinatown Lease, Vitality, and Growth Funds—offering [grants](#) to support small businesses in targeted DC zones.

## Federal Procurement Policy

### New Legislation to Protect Small Business in Procurement

In June, House Democrats introduced two bills to enshrine “Rule of Two” in FAR policy and ensure SBA representation in procurement rulemaking—aimed at preserving [small business](#) federal competition.

### Federal Transit Administration Equity Rule Reversal

As of May 28, the administration agreed to drop race- and gender-based presumptions in awarding [transit contracts](#), following a court ruling that such criteria were unconstitutional.