



Q4 Newsletter

December 2025

**Metro's Small Business
Programs Office**



Director's Corner



Meshelle M.V. Howard
Small Business Program
Office Director

Greetings Business Community,

As we move into the winter season, WMATA remains dedicated to supporting the growth and success of small businesses across our region. Metro continues to advance major initiatives, from system improvements to long-term capital projects, creating ongoing opportunities for firms of all sizes to participate in our contracting efforts. Your involvement plays an important role in strengthening our local economy and the communities we serve.

Throughout 2026, our office will offer a full schedule of educational webinars and targeted small business outreaches. We encourage you to visit our website regularly to explore upcoming sessions and stay informed about new opportunities. Whether you are entering the marketplace for the first time or seeking to broaden your impact, WMATA creates space for businesses of all kinds to engage and advance.

For firms already certified with us, please ensure your contact information is current so you receive timely notifications about upcoming opportunities. We value your partnership and look forward to continuing our work together. As always, we are “Your Metro, The Way Forward.”

We invite all small businesses — new and established — to visit our website and review the requirements for our certification programs.

If your schedule prevents you from attending training events, you can still access video recordings anytime on Metro's YouTube Channel. Visit Metro's Small Business Programs Office (SBPO) webpage to learn more about the certification pathways available to small businesses. We look forward to partnering with you and supporting your continued growth through the WMATA Small Business Programs Office.

Cordially,
Meshelle M.V. Howard, MCA

Seizing Opportunity

Preparing for Metro's 2026 Procurement Fair

January's Procurement Fair is one of Metro's largest opportunities for small businesses to connect directly with prime contractors, project managers, and procurement staff. Whether you're newly certified or an experienced vendor, preparation is key to making the most of your time on-site.

What to Bring

- **A clear capability statement** (one page, industry-specific, highlighting past performance)
- **Business cards** for quick handoffs
- **A concise elevator pitch** tailored to WMATA contracting needs
- **Updated North American Industry Classification System (NAICS) codes and certifications**
 - Disadvantaged Business Enterprise (DBE)
 - Airport Concession Disadvantaged Business Enterprise (ACDBE)
 - Small Business Enterprise (SBE)
 - Minority and Women-Owned Business Enterprise (MWBE)
 - And more!
- **A list of relevant equipment, capacity, or specialties** primes may ask about
- **Any required documents for matchmaking** (if notified in advance)

How Matchmaking Works

Selected prime contractors will hold **eight 15-minute sessions** with small businesses from 1 p.m. to 3 p.m. Sessions are pre-scheduled; selection is competitive and not guaranteed. Each meeting is focused on:

- Introducing your company's services
- Understanding upcoming opportunities
- Exploring subcontracting alignment

Arrive early, bring your printed confirmation, and be prepared to move quickly between tables.

Perfecting Your Pitch

Your pitch should be:

- **30 seconds**
- Focused on **what sets your firm apart**
- Clearly connected to **Metro-related scopes**: construction, facilities, engineering, IT, professional services, and more
- Supported by **a relevant past project or capability**

Following Up With Primes

After the event:

- Send a **targeted follow-up email** within 48 hours
- Attach your capability statement
- Mention specific scopes or opportunities discussed
- Connect on LinkedIn (professional only, no sales spam)

Strong follow-up often creates the bridge from introduction to real opportunity.

Register to attend the 2026 Metro Procurement Fair on Tuesday, Jan. 27 from 8 a.m. to 3 p.m. and seize Metro's biggest opportunity for your small business.

Staying Vigilant

Holiday Season Scam Alerts: What Small Businesses Need to Watch For

The holiday season brings an annual spike in fraud targeting small businesses. This year, scammers are increasingly using advanced technology — including AI tools — to impersonate staff, mimic voices, and generate fake invoices. Staying vigilant now protects your business year-round.

Key Scams to Watch This Season

- **AI Impersonation** (Voice and Email Spoofing)
Scammers use AI-generated audio to mimic the voice of a business owner or supervisor and request money transfers or credentials.
- **Deepfake Video Messages**
Fake video “verifying” a request for payment or sensitive data.
- **Invoice Fraud**
Fraudulent invoices disguised as holiday rush purchases, subscriptions, or end-of-year renewals.
- **Phishing and Holiday-Themed Emails**
Fake shipping notices, gift orders, or “urgent account verification” requests sent to business inboxes.
- **Fake Charitable Donation Requests**
Scams posing as nonprofit solicitations tied to holiday giving.

How to Protect Your Business Right Now

- **Use multi-factor authentication (MFA)** for email, banking, and cloud systems
- **Set internal verification rules** — no payments or credential changes without a second confirmation
- **Monitor bank accounts daily** for unusual activity
- **Train staff** on spotting urgent-tone scams
- **Verify all invoices** directly with vendors before paying
- **Secure your website and social media** accounts with strong passwords
- **Back up your data** before the holiday break

A few protective steps can prevent months of damage.

Words Of Wisdom

“If you think you’re too small to have an impact, try going to bed with a mosquito.”

— Anita Roddick,
Founder of The Body Shop

Contact Us:

If you have any questions or concerns, don't hesitate to reach out. You can email us at 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. Visit [our website here](#) for more information about our offerings.

Small businesses often underestimate their power in the marketplace, but this quote is a reminder that size does not determine influence. In fact, agility, creativity, and persistence allow small firms to make a big impact — whether that's delivering exceptional service, innovating faster than larger competitors, or building meaningful relationships within the contracting community. In the world of procurement and partnerships, even the smallest firms can create opportunities, shift conversations, and leave a lasting impression.

Explore SBPO's Resources:

Frequently Asked Questions (FAQs):

Do you have questions about SBPO's services, eligibility, or certification requirements? Visit [our FAQs section](#) to find answers to common queries. 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 [here](#).

New Certifications and Renewals

We're highlighting recently certified and renewed businesses partnering with WMATA. Explore this section to meet our latest additions dedicated to delivering exceptional products and services while supporting our local business community!

Home State Certifications:

Captiva Solutions, LLC

Project Management and Controls Consulting

Gallant Business Solutions

BandD Environmental Consulting, LLC

Emerging Technologies Consultants

Gina S Duncan Ins Agency DBA LiveScan MD

Annual Reviews:

Krasan Consulting Services Inc.

SanDow Construction, Inc.

Subsurface Technologies Inc.

Michael Peay Corporation

The Colibri Collective

OLBN, Inc.

S & J Service, Inc.

Real EC

Boatman and Magnani Inc.

Community Bridge, Inc.

Bengal Engineers LLC

Helios Electric LLC

Elegant Enterprise Wide Solutions, Inc.

NAT Consulting LLC

McMillon Communications, Inc.

JCM & Associates, Inc.

NeoNiche Strategies LLC

Pacific Railway Enterprises, Inc.

Prime Partners Engineering

Rife International, LLC

Carter Information Solutions, Inc.

Infinity Investigative Solutions

AdNet/AccountNet, Inc.

Mountain Electric Supply Inc.

Spirited One LLC

NMP Engineering Consultants, Inc.

CandH Mechanical Insulation LLC

EPark of D.C., Inc.

EPark of D.C., Inc.

Daniel Consultants, Inc. (Dci)

Iwynn Productions LLC

Universal Adaptive Consulting Services

Filly Oil Inc.

Premier Group Services, Inc.

Avalos General Construction Services

Health SolvIT, LLC

Northern Real Estate Urban Ventures, LLC

APEX BUSINESS SOLUTIONS, LLC

Advanced Infrastructure Design

D N D Electric, Inc.

EBA Engineering Inc.

M and L Construction Services LLC

Utility Advantage, LLC

DLR Distributors, Inc.

ZEST LLC

ADP Consultants, Inc.

AMD Engineering, LLC

Essential Corrosion Protection

Citi Concepts Inc.

Edge Technologies, LLC

Infrazign LLC

McBride Consulting LLC

Tejy, Inc.

Tilt-Up Construction, Inc.

Tri-State Waterstoppers, LLC

Upcoming Outreach

We invite you to be part of these upcoming outreach events. These gatherings are not just about information; they're about inspiration, collaboration, and empowerment. Come meet like-minded individuals, gain knowledge, and find the support you need to take your business to the next level. Your presence can make a difference!

Tuesday, Jan. 6, 2026
Protecting Your Identity
Why Every Small Business
Needs a Registered Agent
(virtual webinar)

This session will focus on the importance of properly separating personal and business identity, and the risks that come with overlooking registered agent requirements. We'll discuss how a registered agent protects businesses from missed notices, lawsuits, and compliance issues. Participants will walk away with clear examples of when and why this service matters. The session is designed to give business owners the peace of mind that their identity and operations are protected as they grow.

This webinar is in collaboration with the DC Small Business Development Center (DCSBDC)

[Registration link](#)

Wednesday, Jan. 14, 2026
Basic Legal Needs for Every
Business, Small or Large
(webinar)

Every business needs the right legal foundation. This webinar covers the essential protections all companies should have — business structure, contracts, compliance, and brand protection. Learn the key steps to reduce risk, stay compliant, and safeguard your business as you grow.

This webinar is in collaboration with DCSBDC

[Registration link](#)

Tuesday, Jan. 27, 2026
Metro's Procurement Fair
(in person)

The Procurement Fair allows you to learn about Metro's upcoming procurement opportunities, its small business programs, network with decision-makers, participate in matchmaking and business workshops.

[Registration link](#)

Tuesday, Feb. 3, 2026
Trademark and Trade Secret
Protection Issues Every Small
Business Should Address
(webinar)

This webinar gives small business owners a clear overview of how to protect their brand and valuable information. Learn the basics of trademarks, how to avoid infringement, and simple steps to safeguard trade secrets like processes, customer lists, and know-how. Walk away with practical guidance to protect your business and prevent costly problems.

This webinar is in collaboration with DCSBDC

[Registration link](#)

Thursday, Feb. 12, 2026
Metro's Certification Workshop
(webinar)

Learn what it takes to become a certified small business with Metro. This workshop walks you through eligibility, required documentation, and the application process. Get clear guidance on how certification can expand your opportunities and position your business for upcoming contracts.

Registration Link:

[Metro's Certification Workshop](#) | [Meeting-Join](#) | [Microsoft Teams](#)

Tuesday, Feb. 17, 2026
Beyond the Plateau:
Diversifying Revenue Streams
to Build a Resilient Business
(webinar)

This webinar explores practical strategies to help small businesses break through growth plateaus by developing multiple, sustainable revenue streams. Learn how to identify new opportunities, leverage existing strengths, and reduce risk through smart diversification. Leave with actionable ideas to strengthen your business model and build long-term resilience.

Check out the full listing of SBPO's events [here](#).

Transportation News and Small Business Updates

\$500K in Grants: Maryland DOT's Purple Line Small Business Program

Maryland's Department of Transportation has released another \$500K in grants to support small businesses affected by Purple Line construction. This program helps offset losses and keeps corridor businesses stable during long-term transit development.

[Read more](#)

Virginia lawmakers advance \$400M transit funding plan as Metro costs surge

Virginia advances a \$400 million transit funding plan, which affects regional agencies including WMATA and has implications for transit-related vendors and small businesses.

[Read more](#)

Unlocking Capital in the District: DC BizCAP Empowers Small Businesses

DC BizCAP is helping local entrepreneurs grow by expanding access to affordable capital. The program has partnered with lenders to provide nearly \$19.5 million in funding to 43 small businesses, supporting everything from equipment purchases to business expansion.

[Read more](#)

West Falls Church Transit-Oriented Redevelopment Opens New Contracting Opportunities

WMATA, partnering with private developers, has launched a major redevelopment project at West Falls Church. The initiative is expected to create subcontracting and vendor opportunities for local small businesses.

[Read more](#)

DMVMoves: Regional Transportation Vision and Opportunities

The Metropolitan Washington Council of Governments and WMATA have released the 'DMVMoves' long-term plan, which outlines new goals for regional mobility, sustainability, and small-business involvement.

[Read more](#)