



# SBPO Quarterly Newsletter

A Small Business Programs Office Publication

## A Message From SBPO Director, Meshelle M.V. Howard

Greetings Small Business Community,

It's the beginning of a New Year projects, contracts and task orders tend to pick-up during this time of year. Stay in the loop with WMATA by ensuring your contact information is updated/current. The Small Business Programs Office (SBPO) sends out information on outreaches, contracting opportunities, and the SBPO Newsletter consistently. WMATA has a robust capital plan and we are looking forward to our Small Business Community being a part of those projects.

We are so excited about our new Socioeconomic Programs; we welcome all small businesses to visit our site and look at the information for the certification criteria. The Minority Business Enterprise (MBE), Small Business (SBP) and Micro-Business (MBP) programs were created for the purpose of providing additional contracting opportunities for small, women, and minority-owned businesses. The contracts and purchases that will be subject to these programs are non-federal funded and not subject to federal requirements.

To better position your business for success, always remember "Certification is the Key to Participation". We look forward to your certification applications being submitted to WMATA's Small Business Programs Office.

We know that everyone's schedule is busy, and you may not be able to make all of our events. If for some reason you missed any of our outreach trainings/events, you can find them on the SBPO website or by clicking on the following link: <https://wmata.com/business/Small-Business-Programs-Office/News.cfm>.

Visit Socio Economic Programs | WMATA to learn more about how to become certified with WMATA in one or more of the following socioeconomic programs:

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

*Meshelle M.V. Howard, MCA*

## SBPO's Director Receives Lifetime Achievement Award

Our Director, Meshelle Howard, a prominent community leader, was recently awarded the Lifetime Achievement Award by Joe Manns Black Wall Street DMV. The award recognizes Meshelle's contributions to the black business community and her dedication to promoting economic development and social justice.

Joe Manns Black Wall Street is a non-profit organization that is dedicated to promoting economic empowerment and community development in underserved and minority communities. The organization is named after the historic Black Wall Street in Tulsa, Oklahoma, which was home to a thriving community of black-owned businesses in the early 20th century.

In accepting the Lifetime Achievement Award, Meshelle expressed her gratitude and emphasized the importance of community and collaboration in achieving economic empowerment and social justice in her comment below.

"[I'm] always humbled by the recognition of the Small Business Community for what I enjoy doing for them. Thank you for the opportunity and Blessings."

Overall, Meshelle's lifetime of achievement in community leadership, and advocacy for social justice has made a significant impact on the black business community. Her contributions serve as an inspiration to future generations of entrepreneurs and community leaders, and her dedication to economic empowerment and social justice will continue to make a positive impact for years to come. We are proud to have her as part of Small Business Programs Office (SBPO). Congratulations, Meshelle!



*Meshelle MV Howard pictured with Donald Morton "Doni" Glover*

## Small Business Highlights: SanDow Construction

One of WMATA's Prime Contractors: Sandow Construction's General Manager Andre Downey receives an award from PFC Black Chamber of Commerce!

As the General Manager of SanDow Construction, Downey brings a wealth of experience and expertise to his work. He is committed to delivering high-quality projects that meet the needs of his clients, and he takes pride in his ability to solve complex construction challenges. His contributions have helped Sandow Construction build a reputation for excellence in all aspects of construction, from design-build to construction management.

Congratulations, Mr. Downey!

One of the newest black chambers in the greater Washington region, the PFC Black Chamber hosted its first Annual Black Business Holiday Party and Celebration. PFC Black Chamber of Commerce is a non-profit organization located in Largo, Maryland, that is dedicated to empowering small businesses and entrepreneurs in the local community. Founded in 2013, PFC Black Chamber provides its members with access to funding opportunities, marketing and branding support, business training and development, and networking opportunities.



SanDow Construction's General Manager Andre Downey & Sandow's CEO Ricardo Santiago

## Cap 8 Doors and Hardware Shares Experience Doing Business with WMATA

Cap 8 Doors and Hardware, founded in 2011 by Lisa Williams, focuses on providing high-quality doors and hardware products for commercial and industrial customers within divisions 8 and 10. Their products are known for their durability, functionality, and accessibility, making them a popular choice for architects, builders, and business owners. With their commitment to quality, innovation, and customer satisfaction, Cap 8 Doors and Hardware has become a trusted name in the doors and hardware industry. Cap 8 Doors and Hardware is currently in contract with WMATA on both our DC and Virginia Headquarters.

Prior to founding Cap 8 Doors and Hardware, Lisa co-founded and served as broker for Senate Realty Corporation, a full-service real estate brokerage company. She is a member of DC Builders Industry Association (DCBIA), serves on the Governance Board of the Door and Hardware Institute (DHI), and is an active participant in Food and Friends as well as a Board Member at Phelps Architecture, Construction and Engineering High School. Lisa received her MBA from Duke University and B.S. from Florida A&M University. SBPO had the pleasure of meeting with Lisa Williams to discuss her experience:

### **What would you tell a small business that is considering partnering with WMATA?**

*Be confident in what you can do and understand the scope of the work that needs to be provided. Make sure that what you're able to provide is aligned with what WMATA is looking for. And just make sure that you have all your ducks in a row. Not only in terms of capabilities, but also in terms of being able to effectively administratively handle the paperwork of the compliance work that goes along with it is going to be critical as well.*

### **What are some of the benefits that Cap 8 Doors and Hardware has gained through their partnership with WMATA?**

*I think there's been a number of benefits. One is obviously it felt really good to be part of a significant job in terms of being involved with developing WMATA's headquarters. It obviously helped us out financially just in terms of bringing in additional revenue into our company so that we're able to grow. And for me, as a business owner, it's not just about growing, but also, I'm really focused on diversity. It's critical to me, especially as a black woman. It's been my intent since starting the company to ensure that it's a much more inclusive kind of business in terms of, being able to offer opportunities for other women and minorities to be involved in our specialty is important to me. So, I think that standpoint, just being able to, in general, to grow our revenue streams so we can obviously grow our company, and I can create the kind of*

*company that I wanted the business to be able to create, which is an inclusive, well run, minority owned company.*

### **Is there anything about your experience that exceeded your expectations?**

*Good question. I think in general, a lot of it working with WMATA is great. I really appreciated WMATA's commitment to diversity and inclusion on their jobs. Overall, really good experience. Payments were always on time and wasn't very challenging in terms of being able to do the work and get compensated for the work that we did.*



# SBPO's Participation in Maryland Washington Minority Companies Association Minority Outreach Fair

The Maryland Washington Minority Companies Association (MWMCA) Minority Outreach Fair is a quarterly event that brings together minority-owned businesses, government agencies, and prime contractors to network, share information, and explore opportunities for doing business together.

Our participation in the MWMCA Minority Outreach Fair is just one example of the Small Business Program Office's ongoing commitment to promoting diversity and inclusion with WMATA's certification programs. By working closely with small, women, and minority-owned businesses and supporting their growth and success, we are proud to help build a stronger and more inclusive regional economy. More info [here](#).



Wayne Frazier, Marlo Johnson, Sanjay Khare & Ron Mitchell

## Reflecting on 2022

WMATA's Small Business Programs Office had a successful year in 2022, achieving several significant accomplishments in its mission to support small businesses in Washington DC, Maryland, and Virginia. Here are some of the notable accomplishments of the Small Business Programs Office in 2022:

### Increased Certification of Small Businesses

In 2022, the certification office certified 60 Minority Business Enterprises (MBE), 41 Small Businesses (SBP), and 30 Micro-Businesses (MBP).

### Exceeded Goals

WMATA exceeded our 25% annual DBE goal by achieving 33.36%. This is a significant achievement for WMATA, as it demonstrates its commitment to supporting and promoting small businesses.

### Record Breaking Outreach and Education Events

The Small Business Programs Office exceeded our outreach and education efforts in 2022, by hosting 21 virtual workshops and training sessions on topics such as Meet the Primes, Maximo

Software, and certification. The office also launched its first Spanish Speaking Webinar, which provided small businesses in the Latino community with valuable information on how to do business with WMATA. SBPO also participated in 20 external outreaches by partnering with organizations throughout the region.

### Implemented the Intake Unit

The intake unit will serve as a central point of contact for small businesses, providing them with guidance and assistance in the certification process, registration, and access to WMATA's procurement opportunities. It will also facilitate communication between small businesses and SBPO's certification team.

Overall, WMATA's Small Business Programs Office accomplished a great deal in 2022, providing valuable resources and support to small businesses in the Washington, D.C. metropolitan area, Maryland and Virginia. Through its efforts to increase contract awards to small businesses, expand outreach and education, streamline the certification process, and promote small business growth, the Small Business Programs Office is helping to build a stronger and more vibrant local economy.

## SBPO's Resource Corner

- Check out our FAQs [here](#).
- Survey: We'd Love Your Suggestions!

Do you have education topic suggestions for SBPO's next outreach? Do you have suggestions on how we can better assist you in the certification process? Is there something in the certification process that you need explained in more detail? Complete our survey [here](#).

You can also email us at [sbpohotline@wmata.com](mailto:sbpohotline@wmata.com), with your questions or concerns.

- Visit our website [here](#) for more information on what the Small Business Programs Office has to offer!

# New Certifications and Renewals

## Home State:

Potomac Supply Company LLC  
Digital Sauce

## Interstate:

Nimbus Solutions Provider  
Bronco United LLC  
Elephas Services Inc  
MyCity Transportation  
Network Technology Vision  
CI Contracting Co  
JJ Electrical Services LLC  
Vaughn Management LLC  
NAT Consulting, LLC  
ON POINT TRANSPORTATION PR LLC  
The Dupre Group LLC

SCM Solutions Inc.  
Imperio Construction LLC  
Avalos General Construction Services LLC  
Ignitec Inc  
CoolMinus Creations LLC  
Jill Sorenson Enterprises, LLC  
Bowens Business Solutions LLC  
1Source Management Consulting LLC  
SMK Consulting LLC  
Infrastructure Design & Construction Gro

## 3-Year Audit:

DM Enterprises of Baltimore LLC (DME)  
Business Transformation Group  
Definitive Plumbing & Heating  
Definitive Mechanical LLC  
MAC Electric, LLC  
Fitzgerald And Halliday Inc.  
Adept Professional Staffing, Inc.  
John John INC T/A ANT Towing  
Alta Technia Systems, LLC  
Helios Electric LLC  
Solara Flooring Group, Inc.  
Brendan Works, LLC  
EPCM, Inc.  
ZPROCIS SOLUTIONS INC.  
Yu Consulting, LLC  
Warren Brothers Construction LLC  
City General, Inc.  
Lee and Associates, Inc.

# Coming Soon: Sneak Peek into Upcoming Solicitations for Small Businesses

## Acquisition Strategy & Support Services Consultant for Communications-Based Train Control Program

Acquisition Strategy & Support Services Consultant for Communications-Based Train Control Program

Professional consulting firm services to assist in developing deliverables that will be used to identify and onboard firms that will support WMATA in implementing the Communications-Based Train Control (CBTC) Program over the coming decade. The Consultant will work with WMATA's program team to understand the holistic CBTC program and will be responsible for developing a set of coordinated and tailored deliverables, including Scopes of Work, Cost Estimates, Standards, Project Plans and Schedules, for the following non-exhaustive list of projects:

1. Grant Writing Support
2. Program Management/Construction Management
3. General Architectural Engineering Consultant services
4. Independent Safety Assessor
5. Program Auditing and Compliance
6. Federal and Community Engagement Management
7. Labor Union Negotiations

Anticipated Delivery Method: Services Contract  
Potential Contract Value\*: \$10M-\$15M  
Planned Solicitation: Winter 2023  
SBPO Participation\*\*: Disadvantaged Business Enterprise

## Project Management/Construction Management (PMCM) Indefinite Delivery/Indefinite Quantity (IDIQ) Master Contract

Metro is re-competing the existing Indefinite Delivery/Indefinite Quantity (IDIQ) master contract for Project Management/Construction Management (PMCM) task order consultant services that concludes in August 2023 for a new five-year period. WMATA requires the services of multiple professional on-call general architectural and engineering firms to provide architectural and engineering services associated with program management and construction management in support of WMATA's transit system and infrastructure projects.

Anticipated Delivery Method: Task Order  
Potential Contract Value\*: Not to exceed \$100M per contract awarded to each firm

Planned Solicitation: Spring 2023

SBPO Participation\*\*: Small Business Enterprise and Disadvantaged Business Enterprise (DBE goals will be identified for each individual Task Order awarded under this Contract)

*continued on next page*



# Upcoming Solicitations for Small Businesses, cont.

## Shaft Structural State of Good Repair Program - Package 1

Rehabilitation of ventilation and emergency egress shafts, including structural and electrical elements within these shafts located in Metrorail tunnels.

Anticipated Delivery Method: Design-Build

Potential Contract Value\*: \$35M-\$45M

Planned Solicitation: Summer 2023

SBPO Participation\*\*: Disadvantaged Business Enterprise

## Traction Power State of Good Repair - Contract 2

Rehabilitation and upgrade of 14 Traction Power Sub-Stations and 21 Tie Breaker Stations along the Red line in Maryland and DC. In addition to traction power, the project includes the renewal of SCADA, mechanical, and electronic security and safety systems (e.g., Access Control and CCTV). An optional Battery Power Sub-Station is a modernization element at two (2) locations to capture and re-use train regenerative power for the traction power.

Anticipated Delivery Method: Design-Bid-Build

Potential Contract Value\*: \$165M-\$175M

Planned Solicitation: Spring 2023

SBPO Participation\*\*: Disadvantaged Business Enterprise

# Transit News: Important Updates for Small Businesses

## Silver Line Extension racks up ridership with Dulles Station stop

Since the opening of the six new Metro stops in Loudoun and Fairfax counties, over 60,000 people have entered the new stations. The Dulles International Airport station was the most popular stop for passengers, with over a third of riders entering and exiting from that stop alone. The busiest day for entries was November 26, with 2,069 passengers entering from Dulles, while the busiest day for exits was November 23, with 2,147 passengers leaving from Dulles. WMATA opened the stops more than a week before Thanksgiving to provide easier access to and from the airport. More info [here](#).

## U.S. Department of Transportation Announces Approximately \$20 Million Funding Opportunity to Help Communities Prosper Through Access to Transit

The Federal Transit Administration (FTA) under the U.S. Department of Transportation has announced a new funding opportunity worth \$20 million for its Areas of Persistent Poverty (AoPP) Program. The competitive grant funding aims to improve transit in areas that are experiencing long-term economic distress, particularly in underserved and disadvantaged communities. The funding supports planning and technical studies to enhance public transportation in both urban and rural areas, including the transition to low- and no-emission vehicles and associated charging equipment. The FTA will evaluate projects based on the NOFO's criteria, with priority given to those that mitigate air, water, and ground pollution. Applications are open until March 10, 2023. More info [here](#).

## Inflation Reduction Act Funding for Rural Development

The Inflation Reduction Act (IRA) was passed by Congress in August 2022 and represents the largest investment in rural electrification since the Rural Electrification Act of 1936. The act provides funding to USDA Rural Development to help eligible entities purchase renewable energy and zero-emission systems, make energy-efficiency improvements, and reduce greenhouse gas emissions. The act includes four sections that provide new loan and grant products and unprecedented incentives to expand clean energy, transform rural power production, create jobs, and spur economic growth. The act includes up to \$1 billion for RUS loans for renewable energy infrastructure, up to \$2.025 billion for the RBCS Rural Energy for America Program (REAP), up to \$500 million in RBCS grants for infrastructure improvements to blend, store, or distribute biofuels, and up to \$9.7 billion for RUS to offer loans, grants, loan modifications, and other financial assistance to support the purchase of renewable energy systems, zero-emission systems, and carbon capture systems. USDA hosted two virtual listening sessions to provide an opportunity for stakeholders and other interested parties to provide input on implementation of the USDA Rural Development IRA provisions. On October 28, 2022, USDA Rural Development's Rural Business and Cooperatives Service and Rural Utilities Service published a Notice in the Federal Register announcing IRA listening sessions and providing an opportunity for interested parties to provide written comments and suggestions to the agency regarding implementation of Sections 22001-22005 of the Act. <https://www.regulations.gov/search?filter=RBS-22-NONE-0025> Submissions are due November 28, 2022. More info [here](#).

# Upcoming Outreaches

METRO'S SMALL BUSINESS PROGRAMS OFFICE PRESENTS

## MEET THE PRIMES

Connecting Small Businesses to Opportunities.

Join us and learn about contracting opportunities with the Primes:  
Motorola | Kiewit | ImmixGroup | NuAxis

**March 23, 2023 9 a.m.-12 p.m.**  
**Virtual Webinar via Microsoft Teams**

[REGISTER HERE](#)



METRO'S SMALL BUSINESS PROGRAMS OFFICE PRESENTS

## The Business Success Series VOL III

### Winning Government Projects: Know your Partner

Join us virtually on  
**Monday, March 27, 2023**  
9:00 – 10:30 a.m.

[REGISTER HERE](#)

This webinar is in collaboration with 

Presented by:  
Daniel Covington  
Top Notch Acquisitions, LLC



# Upcoming Outreaches from SBPO's Partners

*Save the Date*  
12th Annual COMTO



*Celebrating Women*  
WHO MOVE THE NATION

March 15, 2023  
Smithsonian American Art Museum and  
National Portrait Gallery  
Washington, DC  
8:00AM - 10:30AM  
To Register: <https://buff.ly/3UFu3wn>

The Conference of Minority Transportation Officials (COMTO) is excited to host our 12th Annual Celebrating Women Who Move the Nation Awards Breakfast! The event will take place on March 15th, 2023, at the Smithsonian American Art Museum and National Portrait Gallery in Washington D.C. More info [here](#).

## US FEDERAL GOVERNMENT CONTRACTORS NETWORKING EVENT



# SPRING SOIREE

Monday, **March 20** 5.30pm - 7.30pm  
The John F Kennedy Center - KC Cafe - Terrace Level



32<sup>nd</sup> Annual

# GPC

## Government Procurement Conference

April 19, 2023 | Walter E. Washington Convention Center



Participating firms will have the benefit of marketing their products/services to procurement representatives and small business specialists from government agencies. The conference also includes educational conference sessions, procurement matchmaking and a dynamic Government and Prime Contractor exhibitor showcase. Click [here](#) to register.