



SBPO Quarterly Newsletter

A Small Business Programs Office Publication

A Message from SBPO'S Director, Meshelle MV Howard

Greetings Small Business Community,

Summer is here!

As you celebrate Summer and plan your vacations, all small business programs departments/offices are working to ensure we are in compliance with the new DBE Final Rule policies and regulations. We are attending training opportunities to have a better understanding of what we need to do to continue to give the best customer service and plan educational opportunities for you to attend. We are working internally with our agencies information technology departments/offices on updating the required fields of information that will be needed for reporting and processing data for timely submissions. As we all go through these transitions, I ask that you please bear with us and have patience.

Remember, there are many contracting opportunities of various sizes to get your foot in the door as Prime Contractors as well as subcontracting. Check out our agency websites 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 welcome all small businesses to visit our site and look at the information for certification criteria. The Minority Business Enterprise (MBE), Small Business (SBP), and Micro-Business (MBP) programs were created to provide additional contracting opportunities for small, women, and minority-owned businesses. The contracts and purchases for these programs are non-federally funded.

We know that everyone's schedule is busy, and you may be unable to attend all of our outreaches and training events, but you can find them on WMATA's YouTube Channel [here](#). Visit Socio-Economic Programs | WMATA to learn more about how to become certified with WMATA in one or more of the following socioeconomic programs:

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

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

Cordially,

Important Update Regarding Metro's DBE Program

The Department of Transportation has undergone regulatory changes that effect processes and procedures in 49 CFR Part 26 et al. effective May 9, 2024. This email will outline how that will impact you as the owner of a Disadvantaged Business Enterprise.

- The new Personal Net Worth ceiling is \$2.047 million.
- The new Statutory cap of a DBE is \$30.72 million average annual gross receipts over a firm's previous three (3) fiscal years
- Annual Recertifications are now referred to as an Annual Declaration of Eligibility (DOE)

An Annual Declaration of Eligibility (DOE) § 26.83j requires; for a DBE to remain in compliance, every year on the anniversary of its original certification, a new DOE, and document gross receipts for its most recently completed fiscal year must be submitted to WMATA.

Documented or proof of gross receipts can be the most recent business tax returns, audited financial statements with CPA's signed attestation of correctness and completeness, or all income-related portions of one (or more when there are affiliates) signed and filed Federal income tax returns.

Noncompliance, whether full or partial, is a § 26.109(c) failure to cooperate and can result in denial of certification or removal of eligibility.

We at Metro's Small Business Programs Office are here to support your businesses growth and success. Should you have any questions or concerns, please feel free to contact us at SBPOHotline@wmata.com

Click [here](#) for the Declaration of Eligibility (DOE).

In Case You Missed It...

Check out the recordings of our past webinars conveniently via Metro's YouTube channel.

Controlling the Information Narrative About Your Business

Learn what small business information is, why it matters for your business, and how you can use it to your advantage. This webinar will discuss how data companies are collecting information about your business, why it is frequently wrong or out of date, and how it affects your access to things like small business loans, credit cards, and insurance. [See video here](#)

Filing Season 2024 Information, Resources and More!

Gain insights on tax credits, deductions, and resources, including the Interactive Tax Assistant, helping you navigate eligibility for credits like Earned Income Tax Credits and Child Tax Credits, as well as business-related topics such as choosing a tax preparer, employee retention credit, online account management, and data security. [See video here](#)

Prosperity Pathways:

Elevate Your Finances with Smart Savings, Wealth Building, and Debt Management

Explore strategies for ensuring the health and resilience of their financial accounts, alongside protecting against potential risks and uncertainties. Topics covered include proactive financial planning, effective risk management, and implementing protective measures for financial security. [See video here](#)

Shielding Your Success: A Holistic Approach to Financial Fitness, Health, and Protection

Learn about financial well-being and success, covering proactive planning, risk management, and protective measures for financial security. Learn to fortify your financial well-being and safeguard your success. [See video here](#)

Words of Wisdom

"The only place where success comes before work is in the dictionary."

Vidal Sassoon

This quote encapsulates the fundamental truth that achieving success requires diligent effort and hard work. It serves as a reminder that success is not handed out freely but is earned through dedication, perseverance, and a relentless commitment to one's goals. In essence, this quote emphasizes the importance of rolling up one's sleeves, putting in the necessary work, and staying focused on the journey toward success, rather than expecting it to come effortlessly.

Building Strong Partnerships: Cultivating Successful Relationships with Prime Contractors

In the realm of subcontracting, establishing, and maintaining strong partnerships with prime contractors is not just advantageous—it's essential for long-term success. These relationships are built on a foundation of collaboration, trust, and effective communication, and they can significantly impact project outcomes and future opportunities. In this article, we'll explore the importance of fostering positive relationships with prime contractors and provide insights into how subcontractors can cultivate these partnerships effectively.

Strategies for Cultivating Successful Relationships:

Deliver Quality Work

Consistently delivering high-quality work is essential for earning the trust and respect of prime contractors. Strive to exceed expectations and demonstrate your commitment to excellence in every project you undertake.

Be Reliable and Dependable

Reliability is crucial in subcontractor-prime contractor relationships. Make it a priority to meet deadlines, adhere to project specifications, and communicate any potential issues or delays proactively.

Establish a Positive Reputation

Building a positive reputation within your industry can significantly impact your ability to secure future opportunities with prime contractors. Focus on providing exceptional service, fostering positive relationships with clients and colleagues, and consistently delivering value.

Seek Feedback and Improve Continuously

Actively seek feedback from prime contractors on your performance and use it as an opportunity for growth and improvement. Incorporate constructive feedback into your processes and strive to continuously enhance your capabilities and skills.

Network and Build Relationships

Invest time in networking and building relationships within your industry. Attend industry events, participate in professional organizations, and seek opportunities to connect with prime contractors and other key stakeholders.

Cultivating successful relationships with prime contractors is essential for subcontractors looking to thrive in the competitive world of construction and other industries. By prioritizing collaboration, trust, and effective communication, subcontractors can enhance project outcomes, secure future opportunities, and build lasting partnerships that contribute to their long-term success. Investing in these relationships is not only beneficial for individual projects but also lays the foundation for continued growth and prosperity in the subcontracting business.



Explore SBPO's Resource Corner

Frequently Asked Questions

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.

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.

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.](#)

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.

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:

Gratitude Systems
DMV Lanes LLC
MLSC LLC
ACA LLC
Digital Consulting Services Inc.
DECON Engineering, Inc.

Interstate:

Iwynn Productions LLC
RJM Engineering, Inc
ThirdPacket Technologies, LLC
KBH Solutions, LLC
Iron Solutions LLC
AC METALS
C4CABLE LLC
TECBOMO LIMITED LIABILITY COMPANY
DECON Engineering, Inc.
Luster National, Inc.
Perses Consulting, LLC
QUANTUM INTRINSIX
r6catalyst LLC
Constant and Associates, Inc.
Eminence Maintenance & Building Services
EBA Engineering Inc
RSR IT SOLUTIONS LLC
Interdynamics, Inc.
NETWAR DEFENSE CORPORATION
Savage Technical Services
Hardee Brothers LLC
Pacific Railway Enterprises, Inc.
Anodyne Technologies Inc
Platinum Mechanical LLC
Clear Communications, Inc.
ELL Management
Blue Sky Planning Partners LLC
ROJANI Facilities Management, LLC
Avalon Consulting Services, LLC

Annual Reviews:

Dulles Geotechnical and Material Testing
Sowinski Sullivan Architects, PC
L B Construction Enterprises, Inc.
SXM Strategies LLC
CST Engineering Inc
RWH ASSOCIATES LLC
TMS Supplies, Inc
Business Transformation Group

SL King Technologies Inc
Regional Contracting Services, LLC
THG Companies LLC
Advanced Infrastructure Design
NEW FORM BUILDING SYSTEMS, INC
Admiral Elevator Co., Inc.
JLN Construction Services, LLC
Kim Engineering Inc
MIN Engineering, Inc.
Plexus Installations, Inc.
Athavale Lystad & Associates Inc
Idle Time Advertising LLC
A & A Premium Paint Distributor LLC
AmeTrade Inc
TAG Construction LLC
Unicorn Consulting Solutions, LLC
NeoNiche Strategies LLC
DDE Inc. dba Generation Cable Corp.
Nebula Engineering P.C.
ELECSYS Engineering Group, PLLC
Floura Teeter Landscape Architects, Inc.
DLR Distributors, Inc.
Network Technology Vision
Birdi & Associates, Inc.
Share Tech Solutions, LLC
Unified Industries, Inc
Brewington Management Company, LLC.
Vaughn Management LLC
Symbology DC, LLC
Garg Consulting Services, Inc.
US Supply House, LLC
NETWAR DEFENSE CORPORATION
Meliora Environmental Design, LLC
Alpine Snow Removal and Landscape, LLC
Next Generation Inc
Core Secure LLC
Adept Professional Staffing, Inc.
Remline Corp
RCS Plumbing LLC
Susan Fitzgerald & Associates, Inc.
EVNoire
V-1 Consulting, LLC
95 Traffic Safety Supply
Geo Trans, LLC
Everlights, Inc.
Dark Light Consulting LLC
Bae Urban Economics Inc
Premier Group Services, Inc.
Professional Management Consulting

Infrazign LLC
I&B Associates, Inc.
Krasan Consulting Services Inc
SCB Management Solutions Inc
Foursquare Integrated Transportation
Phoenix Lifestyle Marketing Group LLC
Shrewsbury & Associates LLC
Cheshil Consultants, Inc. (CCI)
Ingenuity Consulting, Inc.
KLI Incorporated
Oboe Galaxy Management, LLC
Intueor Consulting, Inc.
K&J Safety & Security Consulting
Northern Real Estate Urban Ventures, LLC
Royal construction Materials LLC

Three Year Review:

John John INC T/A ANT Towing
CV, Inc
RJM Engineering, Inc
Cap8 Construction LLC
Service All, Inc.
Cross-Spectrum Acoustics Inc.
JM Utility Group, Inc.
Potowmac Engineers, Inc.
KGP Design Studio LLC



Mark Your Calendar: Upcoming Outreach Opportunities

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!

July 11, 2024 – Meet the Primes Networking Event – MWAA | [Register Here](#)

July 18, 2024 – Minority Outreach Fair – MWMCA | [Register Here](#)

July 31, 2024 – WIPP Matchmaker Madness | [Register Here](#)

August 6, 2024 – Get Certified with Metro Workshop | [Register Here](#)

August 7, 2024 – Business and Economics Summit – PGCOC | [Register Here](#)

August 2-4, 2024 – 5th Annual Virginia Black Business Expo & Conference – VABCC | [Register Here](#)

September 10, 2024 – Asset Avenues: Navigating Wealth Growth through Strategic Accumulation | [Register Here](#)

September 18, 2024 – Metro's Meet the Primes | [Register Here](#)

September 24, 2024 - Future Fulfillment Fundamentals: A Roadmap for Achieving Long-term Financial Goals | [Register Here](#)

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

Transportation News & Small Business Updates

[**ICYMI: Local, State, and Federal Leaders Celebrate Biden-Harris Administration's \\$1.8 Billion Investment in American Infrastructure Projects, Funded by USDOT RAISE Grants**](#)

[**Small Business Administration Offers \\$30 Million in Grant Funding to Women's Business Centers**](#)

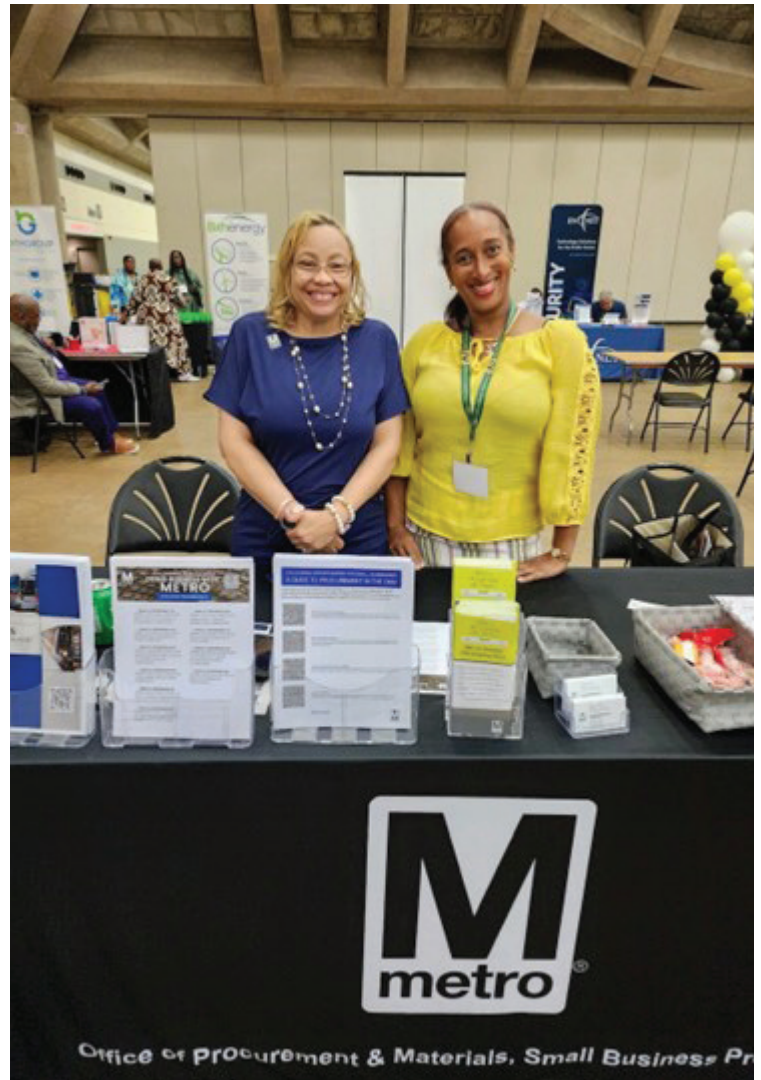
[**DMVMoves holds first task force meeting to discuss future of Metro transit system**](#)

[**Mayor Bowser Announces \\$25 Million Federal Grant for New York Avenue Bridge and Lincoln Connector Trail Project**](#)

[**National Culvert Removal, Replacement & Restoration Grants**](#)

[**SBA Invests Over \\$1 Million to Expand Support for Veteran Entrepreneurs**](#)

[**SBA Announces Extension of Moratorium on 8\(a\) Eligibility Requirement for Small Disadvantaged Businesses**](#)



Marlo Johnson with a Small Business Owner attending the 2024 City of Baltimore Procurement Conference