METRO's Small Business Enterprise Program Fact Book FY2020

METRO is pleased to present a summary of its Small Business Enterprise (SBE) Program and its goals and achievements for fiscal year 2020. As an agency, METRO is committed to total diversity, as represented by the success of its SBE Program. Originated by METRO’s Board of Directors, championed by its executives and implemented throughout the Agency, METRO strives to utilize small businesses in its procurement and purchasing efforts.

In its efforts to continue to support and strengthen the SBE Program, METRO’s Board of Directors approved two revisions to the Program, which were designed to further increase small business participation in the procurement of products and services.

Revision #1:
Non-certified Bidders/Proposers are prohibited from multiple submissions of bids or proposals; i.e. submitting as a Prime Contractor in one submission and as a subcontractor in another submission for the same project. Small Business Enterprise and Disadvantaged Business Enterprise (SBE/DBE) Bidders/Proposers may submit as a Prime Contractor in one submission and as a subcontractor in one other submission for the same project.

Revision #2:
SBE/DBE Primes are not allowed to self-perform 100% of contracts with SB goals, and must subcontract at a minimum the Contract Goal percentage. At a minimum, 50% of that contract goal percentage must be subcontracted to Small Business Enterprise, Disadvantaged Business Enterprise or a combination of SBE/DBE firms.

METRO’s Office of Small Business (OSB), works closely with its partners throughout the small business community, ensuring awareness of procurements, training, and supporting efforts to build capacity. The OSB is METRO’s in-house certification agent, providing small business certification, outreach and technical assistance.

Below is a summary of METRO’s SBE Program achievements at the close of FY2020 (Oct. 2019 – Sep. 2020):

- 547 firms received METRO SBE certification
- 2,022 SBE certified firms in METRO Small Business Database
- METRO exceeded its 35% Small Business (SB) aspirational goal by achieving 57% SB participation
- METRO awarded $46.1M to Small and Disadvantaged Businesses
- 18 Small Business University training sessions offered to Small and Disadvantaged Businesses
The impact of these efforts in FY2020 has been recognized within the small business community with METRO receiving awards from the following organizations:

- Houston Minority Supplier Development Council (HMSDC)
  - 2020 Accountability Recognition
  - 2020 Helping Hand of The Year Award
- Women’s Business Enterprise Alliance (WBEA)
  - Cutting Edge Award – Greatest Growth in Spend with WBEs
  - 2020 Advocate of the Year Award
- SCORE
  - Plaque of “Thank You” for Commitment to Small Businesses
- Greater Houston Business Procurement Forum (GHBPF)
  - Strategic Partner of the Year
  - Award of Merit
  - Bronze Sponsor Award

METRO looks forward to continued successful engagement with the small business community.
# TABLE OF CONTENTS

**Small Business Enterprise/Disadvantaged Business Enterprise Program Overview** ................................................................................................................................. 4

**Small Business Certification Program** ................................................................. 6
  - FY2020 Small Business Certification Fast Facts .................................................. 8
  - FY2020 Small Business Certification Data ............................................................ 9
  - METRO Certified Small Business Directory ........................................................ 10

**Small Business Compliance Program** ................................................................. 12
  - FY2020 Small Business Compliance Fast Facts .................................................... 13
  - Small Business Program Goals ........................................................................... 14
  - FY2020 Small and Disadvantaged Business Contract Awards .............................. 15
  - FY2020 New Contracts Awarded with Small Business Goals .............................. 16
  - Contracts with Small Business Goals Breakdown ............................................... 17

**Small Business Goal Achievement FY2017 – FY2020** ..................................... 19
  - Small and Disadvantaged Businesses on All METRO Contracts ......................... 20
  - Total SBE/DBE Awards in FY2017 - FY2020 ...................................................... 21
  - Small Businesses Rally to Support COVID-19 Needs .......................................... 22
  - FY2020 Payments to Small and Disadvantaged Businesses ............................... 23

**Outreach, Training and Business Development** .................................................. 26
  - FY2020 Outreach, Training and Business Development Fast Facts ..................... 26
  - Small Business & Procurement Business Help Center ........................................... 26
  - FY2020 Outreach, Community Support/Partnerships and Recognitions ................ 27
  - METRO Small Business University (SBU) .......................................................... 30
  - METRO SBE Business Assessment Tool ............................................................ 32
  - Interagency Mentor-Protégé Program ................................................................. 33

**Glossary of Key Terms** .......................................................................................... 34

**Contact Information** ............................................................................................ 35
Small Business Enterprise/Disadvantaged Business Enterprise Program Overview

The Metropolitan Transit Authority’s Small Business Enterprise/Disadvantaged Business Enterprise (SBE/DBE) Program was adopted by the METRO Board of Directors in December 2005 and was last updated in April 2020. The purpose of the Program is to provide additional opportunities for small businesses and to promote equal opportunity and fairness in all its procurement matters, in accordance with state and federal laws. By formalizing innovative practices and implementing new procedures, METRO’s Office of Small Business continues to increase Small and Disadvantaged Business participation. METRO established its Office of Small Business (OSB) specifically to promote small business participation in METRO procurement opportunities. The METRO OSB has three primary functions: (1) Small Business Enterprise (SBE) certification, (2) compliance, and (3) outreach/technical assistance/training.

Currently, METRO operates both a Small Business Enterprise (SBE) Program and a Disadvantaged Business Enterprise (DBE) Program:

- The SBE Program was established by the Board with a 35% annual, overall goal for eligible contracts
- The DBE Program was established by the Board in accordance with the Federal Transit Administration/Department of Transportation (FTA/DOT) requirements for recipients of funds from FTA/DOT

METRO’s DBE Program follows the regulations of 49 CFR part 26, and its DBE-calculated goal every three years, pursuant to FTA guidelines.

**METRO’s Office of Small Business Objectives:**

- Provide full and equal business opportunities
- Non-discrimination in selection of vendors
- Use only race and gender-neutral means to ensure full small business participation
- Provide outreach and technical assistance to small businesses
- Ensure compliance with the SBE and DBE programs
Small Business Certification Program
Small Business Certification Program

METRO is one of three (3) agencies in Harris County that administers a formal Certification Program. METRO’s Small Business Enterprise certification is valid for three years.

METRO’s Office of Small Business certification process identifies small businesses that meet the following criteria:

- Must be in business for at least one year
- Must have at least $5,000 in revenue in the last 12 months
- Company’s gross receipts must not exceed SBA industry size standards
- Must provide owner(s) personal net worth statement
- Must provide one year of personal tax returns for each individual holding 5% or more ownership in the company
  - Personal net worth of each owner may not exceed $1,320,000 (excluding the owner’s primary residence and the value of the business)
- Must provide three (3) years of the firm’s tax returns, or at least one year of business tax returns, if a new business

In addition to METRO’s SBE certification, METRO also accepts Disadvantaged Business Enterprise (DBE) certifications from the following agencies:

- City of Houston
- City of Austin
- Corpus Christi Regional Transportation Authority
- North Central Texas Regional Certification Agency (NCTRCA)
- South Central Texas Regional Certification Agency (SCTRCA)
- Texas Department of Transportation (TxDOT)
- Small Business Administration (SBA - 8a certification only)
METRO’s Small Business Enterprise (SBE) certification is recognized by the following agencies for inclusion in their small, disadvantaged, women and minority business development programs:

- Port Houston, The International Port of Texas
- Fort Bend Independent School District (FBISD)
- Houston Community College (HCC) Small Business Procurement
- Houston First Corporation (HFC)

**How Do I Get Certified?**

Getting certified with METRO as a Small Business Enterprise (SBE) offers several advantages to qualified small businesses:

- The process is fast, easy and free
- The entire process is done online for greater security of sensitive information
- Gives a competitive advantage for solicitations with Small Business goals
- METRO’s certification is accepted on solicitations issued by Port Houston, Fort Bend ISD, Houston Community College and Houston First Corporation
- The certification lasts for three (3) years
- DBE certified firms receive reciprocity and are expedited through the SBE certification process
- Expedited certification for HMSDC members

*To start the certification process:*

- Visit [www.ridemetro.org/SBEcertification](http://www.ridemetro.org/SBEcertification) and click on “Apply for / Renew Certification” and follow the online instructions

**How Do I Register As A Vendor?**

Any firm that wishes to do business with METRO, should first register as a vendor. The two biggest advantages are: 1) automatic email notification of solicitations that match your company’s services; and 2) automatic notification of “Addendums” during the solicitation process.

*To start the vendor registration process:*

- Visit [webapps.ridemetro.org/procurement/#](http://webapps.ridemetro.org/procurement/#) and click on “New Supplier Account” and select “Register a New Account”
FY2020 Small Business Certification Fast Facts

- **547** Firms certified as METRO Small Business Enterprises
  - **471** New Small Business Enterprise certifications
  - **76** Small businesses renewing their certifications
  - **107 (20%)** of the firms certified were on active METRO contracts
  - **506 (93%)** of the firms certified were minority and/or women-owned firms

### Firms Certified in FY2020

- **Minority/Women**
  - 506
  - 93%

- **Other**
  - 41
  - 7%

- **1** Firm graduated from METRO’s Small Business Enterprise Program in FY2020

- **2,022** METRO-certified Small Business Enterprises listed in METRO’s Certified Small Business Enterprise Directory at the end of FY2020
  - **307 (15%)** of the 2,022 firms listed in the directory at the end of FY2020 were actively participating on METRO contracts, as either a Prime or subcontractor
  - **1,918 (95%)** of the firms listed in the directory at the end of FY2020 were minority and/or women-owned businesses

### Certified SBEs at the End of FY2020

- **Minority/Women**
  - 1,918
  - 95%

- **Other**
  - 104
  - 5%

- **10,582** Firms certified as METRO Small Businesses Enterprises, since inception of the Small Business Enterprise Program

- **4** Small Business Certification partnering workshops/events in FY2020 with:
  - University of Houston Small Business Development
  - Fort Bend ISD (2)
  - She Said. She Led. She Is.
FY2020 Small Business Certification Data

In FY2020, METRO’s Office of Small Business certified 547 firms of various ethnicity, gender and industry, as represented below.

**FY2020 Certified SBE by Ethnicity**

<table>
<thead>
<tr>
<th>Ethnicity</th>
<th>Number</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Asian</td>
<td>58</td>
<td>11%</td>
</tr>
<tr>
<td>Black</td>
<td>225</td>
<td>41%</td>
</tr>
<tr>
<td>Caucasian</td>
<td>126</td>
<td>23%</td>
</tr>
<tr>
<td>Hispanic</td>
<td>128</td>
<td>23%</td>
</tr>
<tr>
<td>Native American</td>
<td>10</td>
<td>2%</td>
</tr>
</tbody>
</table>

**FY2020 Certified SBE by Gender**

<table>
<thead>
<tr>
<th>Gender</th>
<th>Number</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Male</td>
<td>317</td>
<td>58%</td>
</tr>
<tr>
<td>Female</td>
<td>230</td>
<td>42%</td>
</tr>
</tbody>
</table>

**FY2020 Certified SBE by Locale**

<table>
<thead>
<tr>
<th>Locale</th>
<th>Number</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Local</td>
<td>417</td>
<td>76%</td>
</tr>
<tr>
<td>Non-Local</td>
<td>130</td>
<td>24%</td>
</tr>
</tbody>
</table>

**FY2020 Certified SBE by Industry**

<table>
<thead>
<tr>
<th>Industry</th>
<th>Number</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Construction</td>
<td>108</td>
<td>20%</td>
</tr>
<tr>
<td>General Services</td>
<td>139</td>
<td>25%</td>
</tr>
<tr>
<td>Professional Services</td>
<td>256</td>
<td>47%</td>
</tr>
<tr>
<td>S&amp;E (Supplies &amp; Equipment)</td>
<td>44</td>
<td>8%</td>
</tr>
</tbody>
</table>
METRO Certified Small Business Directory

As of the end of FY2020, 2,022 firms were listed as METRO-certified Small Businesses and represent the following categories:

### SBE Database by Ethnicity

<table>
<thead>
<tr>
<th>ethnicity</th>
<th>Count</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Asian</td>
<td>179</td>
<td>9%</td>
</tr>
<tr>
<td>Black</td>
<td>730</td>
<td>36%</td>
</tr>
<tr>
<td>Caucasian</td>
<td>448</td>
<td>22%</td>
</tr>
<tr>
<td>Hispanic</td>
<td>624</td>
<td>31%</td>
</tr>
<tr>
<td>Native American</td>
<td>41</td>
<td>2%</td>
</tr>
</tbody>
</table>

### SBE Database by Gender

<table>
<thead>
<tr>
<th>Gender</th>
<th>Count</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Male</td>
<td>1199</td>
<td>59%</td>
</tr>
<tr>
<td>Female</td>
<td>823</td>
<td>41%</td>
</tr>
</tbody>
</table>

### SBE Database by Locale

<table>
<thead>
<tr>
<th>Locale</th>
<th>Count</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Local</td>
<td>1302</td>
<td>64%</td>
</tr>
<tr>
<td>Non-Local</td>
<td>720</td>
<td>36%</td>
</tr>
</tbody>
</table>

### SBE Database by Industry

<table>
<thead>
<tr>
<th>Industry</th>
<th>Count</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Construction</td>
<td>539</td>
<td>27%</td>
</tr>
<tr>
<td>General Services</td>
<td>483</td>
<td>24%</td>
</tr>
<tr>
<td>Professional Services</td>
<td>839</td>
<td>41%</td>
</tr>
<tr>
<td>S&amp;E (Supplies &amp; Equipment)</td>
<td>161</td>
<td>8%</td>
</tr>
</tbody>
</table>
Small Business Compliance Program
Small Business Compliance Program

METRO’s Office of Small Business ensures compliance with METRO’s Small Business and Disadvantaged Business Enterprise Programs by performing the following functions:

- Reviews solicitations with federal funds or with local budgets, $100,000 or greater, for Small Business goal setting opportunities
- Presents Small Business Enterprise Program at pre-bid/proposal conferences for contracts with Small Business (SB) goals
- Evaluates bids/proposals for contracts with Small Business goals for Small Business goal commitment
- Monitors contracts with Small Business goals for:
  - Small Business Participation goal achievement
  - Small Business Enterprise/Disadvantaged Business Enterprise (SBE/DBE) subcontractor utilization
  - Subcontractor addition/removal requests
  - Adherence to Prompt Payment Policy for subcontractors
  - SBE Program flow-down language
  - 49 CFR Part 26 compliance
- Seeks to amicably resolve disputes between Prime contractors and SBE/DBE subcontractors
- Reports Small Business goal achievement to Project Management monthly
- Reports Small Business Enterprise Program activities annually
- Develops Disadvantaged Business Enterprise triennial goals for federally funded contracts
- Monitors DBE participation on subrecipient contracts
- Reports DBE participation on federally funded projects to the Federal Transit Administration (FTA)
FY2020 Small Business Compliance Fast Facts

- **135** Procurement opportunities reviewed for Small Business (SB) goals
  - **40** contracts assigned SB goals
- **50** New contracts awarded with SB goals
  - **34 (68%)** of the new contracts were awarded to SBE/DBE Primes
    - **28 (82%)** of the SBE/DBE Primes were minority and/or women-owned firms
- **$81.4M** Awarded on contracts with SB goals
  - **$46.1M (57%)** of contracts awarded with SB goals went to SBE/DBE Primes and subcontractors
    - **$42.6M (92%)** of the contracts, with SB goals, awarded to SBE/DBEs went to minority/women-owned firms

**SBE/DBE Contract Awards w/SB Goals in FY2020**

- **57%** Small business participation achieved against an aspirational goal of 35%
- **61%** Was the average Small Business goal commitment
- **112** Active contracts, with Small Business commitments, were monitored for compliance
Small Business Program Goals

METRO’s Office of Small Business monitors and reports three types of Small and Disadvantaged Business participation goals:

1. Annual Small Business Goals
2. Contract Small Business Goals
3. FTA Disadvantaged Business Enterprise Goals

Annual Small Business (SB) Goals:

- Established to measure the overall impact of the Small Business Enterprise Program (year-to-year)
- The METRO Board established an overall 35% Small Business goal
- Satisfied by the overall participation of Small/Disadvantaged Business Primes and/or subcontractors on METRO’s procurements

Contract Small Business (SB) Goals:

- Established on a contract-by-contract basis, prior to issuance of solicitation
- The Office of Small Business reviews all projects estimated over $100,000 that are locally funded or DOT-funded projects, of any value, for small business subcontracting opportunities and availability
- May be lower than stated Annual Goal depending on budget, funding, subcontracting opportunities and Small/Disadvantaged Business capacity
- The SB contract goals can be satisfied by the participation of SBE/DBE Primes and/or subcontractors

FTA Disadvantaged Business Enterprise (DBE) Goals:

- METRO is a recipient of DOT funds; therefore, the FTA requires a DBE Program
- METRO adopted a race and gender-neutral DBE Program
- Applicable to Department of Transportation (DOT) funded contracts only
- Goal calculation is established by FTA guidelines
- Triennial DBE goal for FY20-FY22 is 19%
- FTA prohibits local preference on contracts involving federal funds (Architect/Engineering Services excluded)
- Reported bi-annually to FTA
In FY2020, METRO awarded 50 contracts with Small Business goals.

Since 2009, $868.9 million has been awarded to Small and Disadvantaged Business Primes and subcontractors on contracts with Small Business goals.
### FY2020 New Contracts Awarded with Small Business Goals

<table>
<thead>
<tr>
<th>Contract Description</th>
<th>Contract Amount</th>
<th>SB Goal</th>
<th>SB Goal Commitment</th>
</tr>
</thead>
<tbody>
<tr>
<td>1900 Main 14th Build-Out</td>
<td>$124,000</td>
<td>35%</td>
<td>100.00%</td>
</tr>
<tr>
<td>4th Floor Office Construction</td>
<td>$105,500</td>
<td>35%</td>
<td>100.00%</td>
</tr>
<tr>
<td>Accessibility Improvements to METRO Downtown Transit Center</td>
<td>$413,477</td>
<td>35%</td>
<td>100.00%</td>
</tr>
<tr>
<td>A-E Universal Accessibility CTA Services</td>
<td>$2,225,000</td>
<td>35%</td>
<td>98.00%</td>
</tr>
<tr>
<td>A-E Universal Accessibility CTA Services</td>
<td>$2,225,000</td>
<td>35%</td>
<td>67.00%</td>
</tr>
<tr>
<td>A-E Universal Accessibility CTA Services</td>
<td>$2,225,000</td>
<td>35%</td>
<td>36.00%</td>
</tr>
<tr>
<td>A-E Universal Accessibility CTA Services</td>
<td>$2,225,000</td>
<td>35%</td>
<td>95.00%</td>
</tr>
<tr>
<td>A-E Universal Accessibility CTA Services</td>
<td>$2,225,000</td>
<td>35%</td>
<td>84.00%</td>
</tr>
<tr>
<td>A-E Universal Accessibility CTA Services</td>
<td>$2,225,000</td>
<td>35%</td>
<td>56.50%</td>
</tr>
<tr>
<td>Annual Break Fix and 811 Locates</td>
<td>$288,000</td>
<td>35%</td>
<td>65.00%</td>
</tr>
<tr>
<td>Annual Deep Cleaning of Downtown Texas Medical Center Transit Centers</td>
<td>$150,000</td>
<td>35%</td>
<td>100.00%</td>
</tr>
<tr>
<td>Annual ITS Maintenance</td>
<td>$472,000</td>
<td>15%</td>
<td>25.00%</td>
</tr>
<tr>
<td>Bay Area Park &amp; Ride Accessibility Improvement</td>
<td>$228,875</td>
<td>35%</td>
<td>60.00%</td>
</tr>
<tr>
<td>Cambridge Signals and Ramp Construction</td>
<td>$724,072</td>
<td>35%</td>
<td>50.63%</td>
</tr>
<tr>
<td>Claim Investigation Services</td>
<td>$224,940</td>
<td>25%</td>
<td>25.00%</td>
</tr>
<tr>
<td>Cleaning Services for METROLift Vehicles: FSC and Hiram Clarke</td>
<td>$413,477</td>
<td>35%</td>
<td>100.00%</td>
</tr>
<tr>
<td>Construction Materials Testing on an As-Needed Basis</td>
<td>$500,000</td>
<td>35%</td>
<td>85.00%</td>
</tr>
<tr>
<td>Construction Materials Testing on an As-Needed Basis</td>
<td>$500,000</td>
<td>35%</td>
<td>40.00%</td>
</tr>
<tr>
<td>Deep Cleaning &amp; Sweeping of Transit Centers and Park &amp; Rides</td>
<td>$4,082,875</td>
<td>35%</td>
<td>65.00%</td>
</tr>
<tr>
<td>Digital Signage</td>
<td>$11,882,040</td>
<td>3%</td>
<td>4.90%</td>
</tr>
<tr>
<td>Fannin South Modular Rest Room</td>
<td>$171,815</td>
<td>35%</td>
<td>59.00%</td>
</tr>
<tr>
<td>Financial Advisor Services</td>
<td>$2,007,250</td>
<td>15%</td>
<td>22.50%</td>
</tr>
<tr>
<td>FSC Roof Replacement</td>
<td>$872,431</td>
<td>35%</td>
<td>35.00%</td>
</tr>
<tr>
<td>Hiram Clarke BOF Bus Wash Rehab on Lane1</td>
<td>$488,462</td>
<td>20%</td>
<td>33.40%</td>
</tr>
<tr>
<td>Installation of Modular Restroom with Utilities @ North Shepherd P&amp;R</td>
<td>$430,400</td>
<td>35%</td>
<td>100.00%</td>
</tr>
<tr>
<td>Kashmere Bus Operating Facility Reconstruction of Restrooms No. 151/152</td>
<td>$120,927</td>
<td>35%</td>
<td>50.56%</td>
</tr>
<tr>
<td>Kashmere Bus Operating Facility Transformer Rehabilitation</td>
<td>$3,484,869</td>
<td>20%</td>
<td>24.00%</td>
</tr>
<tr>
<td>Kuykendahl P&amp;R ADA Improvement Project</td>
<td>$109,939</td>
<td>35%</td>
<td>35.30%</td>
</tr>
<tr>
<td>Landscaping Services for Various Undeveloped Properties</td>
<td>$279,900</td>
<td>35%</td>
<td>35.00%</td>
</tr>
<tr>
<td>Leeland Bike Lane Construction</td>
<td>$1,555,200</td>
<td>35%</td>
<td>66.00%</td>
</tr>
<tr>
<td>METRONext Program Management Services on an As-Needed Basis</td>
<td>$1,000,000</td>
<td>35%</td>
<td>37.26%</td>
</tr>
<tr>
<td>Mission Bend Park &amp; Ride ADA Improvements</td>
<td>$323,719</td>
<td>35%</td>
<td>35.40%</td>
</tr>
<tr>
<td>North Corridor Barrier Enhancements</td>
<td>$311,100</td>
<td>35%</td>
<td>64.80%</td>
</tr>
<tr>
<td>North Post Oak BRT Connection</td>
<td>$9,085,578</td>
<td>35%</td>
<td>35.00%</td>
</tr>
<tr>
<td>Northeast Bus Stop Shelter Custodial Services</td>
<td>$3,456,078</td>
<td>35%</td>
<td>100.00%</td>
</tr>
<tr>
<td>Northwest Bus Stop Shelter Custodial Services</td>
<td>$3,910,742</td>
<td>35%</td>
<td>65.00%</td>
</tr>
<tr>
<td>Performance Audit Services</td>
<td>$170,000</td>
<td>35%</td>
<td>35.00%</td>
</tr>
<tr>
<td>Polk Oil Water Separator Rehabilitation</td>
<td>$473,171</td>
<td>20%</td>
<td>30.00%</td>
</tr>
<tr>
<td>Pre-Employment Background Investigation Services</td>
<td>$265,140</td>
<td>15%</td>
<td>85.00%</td>
</tr>
<tr>
<td>Pre-Employment Background Investigation Services</td>
<td>$380,400</td>
<td>15%</td>
<td>81.00%</td>
</tr>
<tr>
<td>Pre-Employment Background Investigation Services</td>
<td>$472,600</td>
<td>15%</td>
<td>15.00%</td>
</tr>
<tr>
<td>Program Management Information System for PEC</td>
<td>$956,000</td>
<td>35%</td>
<td>100.00%</td>
</tr>
<tr>
<td>Rehab of the Hiram Clarke BOF Waste-Water Treatment Plant</td>
<td>$1,972,073</td>
<td>20%</td>
<td>43.43%</td>
</tr>
<tr>
<td>Safety Consulting Services</td>
<td>$1,250,000</td>
<td>35%</td>
<td>65.00%</td>
</tr>
<tr>
<td>South Bus Stop Shelter Custodial Services</td>
<td>$4,621,899</td>
<td>35%</td>
<td>100.00%</td>
</tr>
<tr>
<td>Southeast Bus Stop and Shelter Custodial Services</td>
<td>$4,690,565</td>
<td>35%</td>
<td>35.00%</td>
</tr>
<tr>
<td>Southwest Bus Stop &amp; Shelter Custodial Services</td>
<td>$4,216,000</td>
<td>35%</td>
<td>100.00%</td>
</tr>
<tr>
<td>Universal Accessibility Construction Universal Accessibility Improvements</td>
<td>$432,000</td>
<td>35%</td>
<td>100.00%</td>
</tr>
<tr>
<td>West Little Park &amp; Ride ADA Enhancements</td>
<td>$108,345</td>
<td>35%</td>
<td>22.00%</td>
</tr>
</tbody>
</table>
Contracts with Small Business Goals Breakdown

Contract awards by industry vary from year to year, depending on METRO’s needs.

Contracts Awarded with SB Goals
FY2020 Industry Breakdown

Contracts Awarded with SB Goals
Industry Breakdown
FY2017 - FY2020

<table>
<thead>
<tr>
<th>Industry</th>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
<th>FY20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Architectural &amp; Engineering</td>
<td>$9,101,618</td>
<td>$21,628,581</td>
<td>$38,793,595</td>
<td>$14,350,000</td>
</tr>
<tr>
<td>Construction</td>
<td>$5,536,478</td>
<td>$4,182,709</td>
<td>$18,379,741</td>
<td>$21,297,367</td>
</tr>
<tr>
<td>General Services</td>
<td>$1,236,415</td>
<td>$55,252,345</td>
<td>$18,127,463</td>
<td>$26,437,193</td>
</tr>
<tr>
<td>Professional Services</td>
<td>$2,221,040</td>
<td>$1,984,123</td>
<td>$21,922,665</td>
<td>$19,281,847</td>
</tr>
<tr>
<td>Supplies &amp; Equipment</td>
<td>$-</td>
<td>$-</td>
<td>$-</td>
<td>$-</td>
</tr>
</tbody>
</table>
Contracts with Small Business Goals Breakdown (cont’d)

SBE/DBE on Contracts Awarded with SB Goals
FY2020 Ethnicity Breakdown

- Black: $19,677,233 (43%)
- Caucasian: $13,673,790 (30%)
- Hispanic: $7,907,167 (17%)
- Asian: $4,860,596 (10%)
- Native American: $0 (0%)

Note: $44.3M (96%) of the SBE/DBEs are minority-owned and/or women-owned firms.

SBE/DBE on Contracts Awarded with SB Goals
Ethnicity Breakdown
FY2017 - FY2020

<table>
<thead>
<tr>
<th>Year</th>
<th>Asian</th>
<th>Black</th>
<th>Caucasian</th>
<th>Hispanic</th>
<th>Native American</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY17</td>
<td>$4,421,142</td>
<td>$1,259,684</td>
<td>$2,734,150</td>
<td>$562,183</td>
<td>$-</td>
</tr>
<tr>
<td>FY18</td>
<td>$4,616,995</td>
<td>$1,580,366</td>
<td>$15,097,982</td>
<td>$12,009,872</td>
<td>$280,000</td>
</tr>
<tr>
<td>FY19</td>
<td>$5,503,339</td>
<td>$12,666,396</td>
<td>$13,232,446</td>
<td>$18,028,751</td>
<td>$10,000</td>
</tr>
<tr>
<td>FY20</td>
<td>$4,860,596</td>
<td>$19,677,233</td>
<td>$13,673,790</td>
<td>$7,907,167</td>
<td>$-</td>
</tr>
</tbody>
</table>

Note: $122.1M (88%) of the above SBE/DBEs are minority-owned and/or women-owned firms.
METRO's Board established an aspirational 35% annual Small Business goal. Small Business goals are established in contracts on a case-by-case basis, depending on budget, funding, subcontracting opportunities and Small/Disadvantaged Businesses capacity. Therefore, the contract Small Business goal may be less than the 35% Annual Goal. The chart below compares Small and Disadvantaged Primes and subcontractors on contracts awarded with Small Business goals, relative to the 35% annual Small Business goal.

The chart below reflects the Small Business percentage goal achievement, for all contracts with Small Business goals, and the dollar amounts awarded from FY17 through FY20.
Small and Disadvantaged Businesses on All METRO Contracts

METRO tracks SBE/DBE participation on all METRO contracts. The following charts represent SBE/DBE participation on METRO contracts, with and without Small Business goals, and Purchase Orders.

### Total SBE/DBEs on Contracts
**FY2017 - FY2020**

<table>
<thead>
<tr>
<th>Year</th>
<th>Contracts with Goals</th>
<th>Contracts without Goals</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY17</td>
<td>$8.9</td>
<td>$0.5</td>
</tr>
<tr>
<td>FY18</td>
<td>$33.6</td>
<td>$1.3</td>
</tr>
<tr>
<td>FY19</td>
<td>$49.4</td>
<td>$2.8</td>
</tr>
<tr>
<td>FY20</td>
<td>$46.1</td>
<td>$1.9</td>
</tr>
</tbody>
</table>

### Total SBE/DBEs on Contract Awards
**Ethnicity Breakdown**
**FY2017 - FY2020**

<table>
<thead>
<tr>
<th>Year</th>
<th>Asian</th>
<th>Black</th>
<th>Caucasian</th>
<th>Hispanic</th>
<th>Native American</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY17</td>
<td>$4,421,142</td>
<td>$1,375,050</td>
<td>$2,860,296</td>
<td>$814,253</td>
<td>$-</td>
</tr>
<tr>
<td>FY18</td>
<td>$4,716,790</td>
<td>$1,648,672</td>
<td>$15,451,549</td>
<td>$12,829,764</td>
<td>$280,000</td>
</tr>
<tr>
<td>FY19</td>
<td>$5,505,175</td>
<td>$13,642,151</td>
<td>$14,355,985</td>
<td>$18,686,084</td>
<td>$10,000</td>
</tr>
<tr>
<td>FY20</td>
<td>$4,870,096</td>
<td>$20,734,752</td>
<td>$14,286,430</td>
<td>$8,125,877</td>
<td>$9,944</td>
</tr>
</tbody>
</table>
Total SBE/DBE Awards in FY2017 - FY2020

Contracts with Goals
Contracts without Goals
Purchase Orders

FY17 FY18 FY19 FY20
8.9 33.6 49.4 46.1
0.5 1.3 2.8 1.9
0.7 0.3 1.0 3.9

($Millions)
Small Businesses Rally to Support COVID-19 Needs

In 2020, METRO engaged the services of several small business in support of its need to respond to the pandemic. Procurement had to quickly find safety equipment & supplies, COVID-19 disinfectants, additional cleaning services for facilities, buses and rail cars, testing services and more. Fortunately, due to many of the efforts of the Office of Small Business, the small business community was ready, willing and able to respond to many of METRO's emergency needs. In FY2020, METRO accomplished the following with small businesses in support of COVID-19:

- Awarded 105 P.O.s & Contracts ($3.7M)
- Engaged 24 Local Firms
- 99.7% Awarded to Minority and Women-Owned firms

<table>
<thead>
<tr>
<th>COVID-19 Related Services/ Products Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bus Cleaning &amp; Disinfecting @ Transit Centers (TC), Park &amp; Rides (P&amp;R) and Bus Operating Facilities (BOF)</td>
</tr>
<tr>
<td>Cartridge-Organic Vapor/Acid</td>
</tr>
<tr>
<td>Clean and Disinfect Light Rail Vehicles (LRV)</td>
</tr>
<tr>
<td>Clean, Disinfect &amp; Apply Anti-Microbial Coating in TC &amp; P&amp;R Restrooms</td>
</tr>
<tr>
<td>Cleaning and Disinfecting of Buses</td>
</tr>
<tr>
<td>Cleaning and Sanitizing Transit Centers &amp; Park &amp; Rides</td>
</tr>
<tr>
<td>Coverall-Disposal TYVEK, Medium, XXXL</td>
</tr>
<tr>
<td>COVID-19 Protection Kits</td>
</tr>
<tr>
<td>Emergency Electrical Repairs for METRO Facilities</td>
</tr>
<tr>
<td>Freestanding Divider Screen/ Installation</td>
</tr>
<tr>
<td>General Cleaning &amp; Disinfecting Services</td>
</tr>
<tr>
<td>Glove-Puncture Resistant Nitrile, (L)</td>
</tr>
<tr>
<td>Google-Chemical Splash/Impact</td>
</tr>
<tr>
<td>Hand sanitizer, wet wipes, face masks, Clorox</td>
</tr>
<tr>
<td>Mask: Surgical, Dust, N95, Respirator (OSHA Approved)</td>
</tr>
<tr>
<td>Misc. Tool, Equipment &amp; Supply</td>
</tr>
<tr>
<td>Nitrile Disposable Gloves</td>
</tr>
<tr>
<td>Plotter Supplies and Foam Poster Board</td>
</tr>
<tr>
<td>Plotter Supplies, One-Way Vision Film, Perforated Window Vinyl</td>
</tr>
<tr>
<td>Protective Mask for the COVID-19</td>
</tr>
<tr>
<td>Respirator, Face shields</td>
</tr>
<tr>
<td>Respirator-Half Mask, Large</td>
</tr>
<tr>
<td>Reusable Face Mask</td>
</tr>
<tr>
<td>Satin Rigid Display Film</td>
</tr>
<tr>
<td>Temp. Staffing for temperatures</td>
</tr>
</tbody>
</table>
FY2020 Payments to Small and Disadvantaged Businesses

In FY2020, METRO paid $173,141,906 on active contracts with Small Business participation. This payout represents contracts with and without Small Business goals that were awarded in FY2020, or in previous years, and were paid for services performed in FY2020.

- $58,867,173 paid to SBE/DBEs
  - $13,281,576 (23%) paid to SBE/DBE Primes
  - $45,585,597 (77%) paid to SBE/DBE subcontractors
Note: $57.4M (98%) of above SBE/DBEs are minority-owned and/or women-owned firms.

### SBE/DBE Payments - Ethnicity Breakdown
#### FY2020

<table>
<thead>
<tr>
<th>Ethnicity</th>
<th>Payments</th>
</tr>
</thead>
<tbody>
<tr>
<td>Asian</td>
<td>$6,913,009</td>
</tr>
<tr>
<td>Black</td>
<td>$21,770,359</td>
</tr>
<tr>
<td>Caucasian</td>
<td>$12,125,147</td>
</tr>
<tr>
<td>Hispanic</td>
<td>$17,342,065</td>
</tr>
<tr>
<td>Native American</td>
<td>$716,592</td>
</tr>
</tbody>
</table>

### SBE/DBE Payments - Ethnicity Breakdown
#### FY2017 - FY2020

<table>
<thead>
<tr>
<th>Ethnicity</th>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
<th>FY20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Asian</td>
<td>$3,484,582</td>
<td>$3,363,857</td>
<td>$5,313,655</td>
<td>$6,913,009</td>
</tr>
<tr>
<td>Black</td>
<td>$11,866,607</td>
<td>$11,338,318</td>
<td>$13,676,998</td>
<td>$21,770,359</td>
</tr>
<tr>
<td>Caucasian</td>
<td>$14,615,883</td>
<td>$10,997,506</td>
<td>$11,615,657</td>
<td>$12,125,147</td>
</tr>
<tr>
<td>Hispanic</td>
<td>$8,695,530</td>
<td>$6,148,506</td>
<td>$9,207,839</td>
<td>$17,342,065</td>
</tr>
<tr>
<td>Native American</td>
<td>$42,687</td>
<td>$96,044</td>
<td>$181,241</td>
<td>$716,592</td>
</tr>
</tbody>
</table>
Outreach, Training and Business Development Program
Outreach, Training and Business Development

Due to the COVID-19 pandemic, FY2020 was a unique year for the Outreach and Business Development components of METRO’s Office of Small Business. However, the focus on promoting METRO’s Small Business Enterprise Program, contracting opportunities and developing small and disadvantaged businesses remained the same. The Office of Small Business (OSB) offered small businesses the following key programs:

- Workshops through METRO’s Small Business University (SBU)
- Early notification of upcoming procurements and targeted outreach
- Networking/Meet the Prime and Business-2-Business (B2B) events
- Business Development
- Technical Assistance

FY2020 Outreach, Training and Business Development Fast Facts

- 148 events/workshops attended to network and present METRO’s Small Business Enterprise Program and contracting opportunities
- 63 partnerships/initiatives to promote METRO’s Small Business Enterprise Program and contracting opportunities
- 18 SBU training courses to SBE/DBEs
- 264 One-on-One Small Business meetings either in person, via phone or virtually through MS Teams
- 38 firms completed Business Assessments
- 167 firms completed Business Assessments since 2015
- 8 Awards received for METRO’s Small Business Enterprise Program

Small Business & Procurement Business Help Center

In FY2019, The Office of Small Business (OSB) and Procurement established a formal Business Help Center. This allowed the department to centralize many of its business support activities. Despite the pandemic, the OSB was still able to provide services to the business community, via phone and one-on-one MS Team meetings. The Business Help Center provides:

- One-on-One Introductions
- Vendor Registration Assistance
- Certification Assistance
- Compliance – B2GNow Training, Invoicing and Dispute Resolution
- One-on-One Small Business Assessments
- Business Development/Technical Assistance
- DEMO of METRO’s Small Business and Procurement Websites
- Procurement Debriefings
- Meetings with Department Representatives
FY2020 Outreach, Community Support/Partnerships and Recognitions

In FY2020, the Office of Small Business collaborated with various partners, advocacy groups and in-house resources to address specific training and business development needs of the small business community.

**Procurement Events/Workshops**

- Asian Chamber of Commerce
- Camara de Empresarios Latinos
- Fifth Ward Chamber of Commerce
- Fort Bend Independent School District (FBISD)
- Greater Houston Black Chamber of Commerce Procurement Summit
- Greater Houston Business Procurement Forum
- Greater Houston Women’s Chamber of Commerce
- Greater Houston Partnership
- Harris County Precinct 2
- Houston Airport System Office of Business Opportunity
- Houston Community College (HCC)
- Houston East End Chamber of Commerce
- Houston First Corporation
- Houston Hispanic Chamber of Commerce
- Houston Independent School District (HISD)
- Houston Minority Business Development Agency (MBDA)
- Houston Minority Supplier Development Council (HMSDC)
- Indo-American Chamber of Commerce of Greater Houston
- MD Anderson’s Hub & Mentoring Awards Program & Supplier EXPO
- Minority Business Development Agency (MBDA) Subs and Sandwiches
- National Association of Minority Contractors (NAMC)
- Port Houston
- Procurement Technical Assistance Center (PTAC)
- University of Houston Small Business Development Center
- SCORE
- Tri-County Black Chamber
- U.S. Small Business Administration (SBA)
- Women’s Business Enterprise Alliance (WBEA)
- Women Contractors Association (WCA)
Partnerships

Prior to and during COVID-19, METRO continued partnering with local agencies, community organizations and training providers to promote METRO’s Small Business Program and contracting opportunities.
In FY2020, METRO was recognized for its Small Business Enterprise Program and Procurement practices.

**Recognitions**

- Houston Minority Supplier Development Council “2020 Accountability Recognition”
- Houston Minority Supplier Development Council “2020 Helping Hand of The Year Award” - Awarded to Shurronda Murray
- Women’s Business Enterprise Alliance Cutting Edge Award – “Greatest Growth in Spend” with WBEs
- Women’s Business Enterprise Alliance “2020 Advocate of the Year Award” - Awarded to Shurronda Murray
- SCORE’s Plaque of “Thank You” for Commitment to Small Businesses
- Greater Houston Business Procurement Forum “Strategic Partner of the Year”
- Greater Houston Business Procurement Forum “Award of Merit”
- Greater Houston Business Procurement Forum “Bronze Sponsor Award”
METRO Small Business University (SBU)

METRO’s Office of Small Business developed its own in-house training program: Small Business University (SBU). This program is designed to help Small and Disadvantaged Businesses in obtaining METRO contracts. METRO’s SBU also trains internal staff on mandated Small and Disadvantaged Business requirements.

METRO’s Office of Small Business recognizes that its outreach programs must continually evolve to meet the needs of the Small and Disadvantaged Business Community. As a result of the COVID-19 pandemic, SBU classes continued to be offered virtually, to ensure ongoing support to the small business community. The following training/workshops and forums were offered in FY2020 to enhance the abilities of the SBE/DBEs and prepare them for greater opportunities in obtaining METRO contracts. (Note: Some classes were offered twice to meet demand.)

- Accessing Capital
- Creating A Safety Plan
- Bidding Tips From Our Partners (SCORE, PTAC, SBA, Greater Houston Business Procurement Forum)
- How To Do Business With METRO (General)
- How To Do Business With METRO (Emphasis on Procurement)
- How To Price Your Proposal
- High School Students (Special Education) - Introduction To METRO
- How To Do Business With METRO - Co-Hosted with Hiram Clarke / Fort Bend Redevelopment Authority TIRZ 25, 5 Corners District & TIRZ 9 South Post Oak
- Capture Management (In recognition of Small Business Week)
- Learning How To Do Business With METRO's Human Resources & Benefits Departments
- Contract Compliance ABC's (Dissecting Small Business & Procurement Solicitation)
- Navigating METRO’s RFP, RFQ & IFB Contracts
- Learning How To Read METRO’s Solicitations
- METRO’s Online Certification Workshop
- Bonding & Insurance Workshop
<table>
<thead>
<tr>
<th>Date</th>
<th>Event</th>
<th>Location</th>
<th>Time</th>
</tr>
</thead>
<tbody>
<tr>
<td>October 9, 2019</td>
<td>Accessing Capital</td>
<td>1900 Main Street</td>
<td>9:00am – 11:00am</td>
</tr>
<tr>
<td>November 6, 2019</td>
<td>Creating A Safety Plan</td>
<td>1900 Main Street</td>
<td>9:00am – 11:00am</td>
</tr>
<tr>
<td>December 4, 2019</td>
<td>Bidding Tips From Our Partners (SCORE, P-TAC, SBA, Greater Houston Business Procurement Forum)</td>
<td>1900 Main Street</td>
<td>9:00am – 11:00am</td>
</tr>
<tr>
<td>January 14, 2020</td>
<td>How To Do Business With METRO</td>
<td>5330 Griggs (Palm Center)</td>
<td>11:30am – 1:30pm</td>
</tr>
<tr>
<td>January 29, 2020</td>
<td>How to Price Your Proposal &quot;Bidding Tips&quot;</td>
<td>1900 Main Street</td>
<td>9:00am – 11:30am</td>
</tr>
<tr>
<td>February 27, 2020</td>
<td>High School Students Introduction to METRO (Special Education Students)</td>
<td>1900 Main Street</td>
<td>9:00am – 12:00 Noon</td>
</tr>
<tr>
<td>April 30, 2020</td>
<td>Start of Virtual Workshops</td>
<td></td>
<td>10:00am – 11:00am</td>
</tr>
<tr>
<td>May 7, 2020</td>
<td>Capture Management (In Recognition of National Small Business Week)</td>
<td></td>
<td>10:00am – 11:00am</td>
</tr>
<tr>
<td>May 27, 2020</td>
<td>How To Do Business With METRO (Emphasis on Procurement)</td>
<td></td>
<td>10:00am – 11:30am</td>
</tr>
<tr>
<td>June 10, 2020</td>
<td>Learning How To Do Business With METRO’s HR &amp; Benefits Department</td>
<td></td>
<td>10:00am – 11:30am</td>
</tr>
<tr>
<td>June 25, 2020</td>
<td>Contract Compliance ABC’s (Dissecting Small Business &amp; Procurement Solicitations)</td>
<td></td>
<td>10:00am – 11:30am</td>
</tr>
<tr>
<td>July 8, 2020</td>
<td>Navigating METRO’s RFP, RFQ &amp; IFB Contracts</td>
<td></td>
<td>10:00am – 11:30am</td>
</tr>
<tr>
<td>July 15, 2020</td>
<td>How To Do Business With METRO (Emphasis on Procurement)</td>
<td></td>
<td>10:00am – 11:30am</td>
</tr>
<tr>
<td>July 21, 2020</td>
<td>How To Price Your Proposal</td>
<td></td>
<td>10:00am – 11:30am</td>
</tr>
<tr>
<td>August 5, 2020</td>
<td>Learning How To Read METRO’s Solicitations</td>
<td></td>
<td>10:00am – 11:30am</td>
</tr>
<tr>
<td>August 19, 2020</td>
<td>METRO’s Online Certification Workshop</td>
<td></td>
<td>10:00am – 11:30am</td>
</tr>
<tr>
<td>September 9, 2020</td>
<td>Bonding &amp; Insurance Workshop</td>
<td></td>
<td>10:00am – 11:30am</td>
</tr>
<tr>
<td>September 23, 2020</td>
<td>METRO’s Online Certification Workshop</td>
<td></td>
<td>10:00am – 11:30am</td>
</tr>
</tbody>
</table>

**METRO Quarterly Hands On, Online Certification Workshops**

**UH Small Business Development Center**

2302 Fannin, Suite 200 - Houston, TX 77002

9:00am – 11:00am

[www.ridemetro.org/SB-TrainingEvents](http://www.ridemetro.org/SB-TrainingEvents)
METRO SBE Business Assessment Tool

METRO’s Office of Small Business supports the Authority’s mission and goals by providing leadership in promoting diversity and equal opportunity. METRO believes in the small business community having the tools it needs to be able to compete fairly in METRO’s contracting opportunities.

The Small Business Assessment Tool was developed in 2015 to help assist in measuring the abilities of small businesses to effectively compete in METRO’s procurement process. Small businesses are asked to provide the following 4 items:

1. The firm’s revenue
2. Number of employees
3. The size (dollar amounts) of contracts on which they are currently working and have worked on in the past year. (Note: Dollar amounts range from $100,000 - $299,999.)
4. Bonding capacity, insurance limits, line(s) of credit, etc.

This specific information helps METRO craft recommendations for assisting firms to effectively compete in the procurement process. METRO’s Office of Small Business has administered 167 assessments, since inception of the Small Business Assessment Tool.

In FY2020, METRO’s Office of Small Business provided Business Assessments to 38 firms:

- A and F Painting and Remodeling
- Arreis Group, LLC
- AUTOARCH Architects, LLC
- Bigab Company
- Bundren Painting
- Career Resource Center, LLC
- CLK Solutions LLC
- Coach Cam
- Corporate Lounge, LLC
- Dana Wells & Associates, Inc
- DCJ Global Management Solutions
- DeShark Consulting, LLC
- E B F Office Products
- Facilities Janitorial Services, LLC
- ING Garza, PLLC
- J Hartman
- Kenya Company, LLC dba Kenya Nicole and the Business Builder Team
- KNS, LLC
- KTG Transport
- New Age Data LLC
- Odigo Services, LLC
- Open Mindframe Ventures, LLC
- Pavecon
- Perituza Software Solutions, LLC
- Redmond Partners, Inc
- Sapphire Hydraulics, Inc
- Shoot Edit Sleep, LLC dba The Storyhive
- SP Engineering, Inc
- Taal Solution
- TB Concrete Construction, Inc.
- Technical Consultants
- Tile Smart
- Top Circle, Inc
- Trinity Roofing & Restoration
- Triple D Uniform Rental, Inc
- Universe Technical Translation
- Vargas Developments
- Wonzo Group, Inc
Interagency Mentor-Protégé Program

Note: In FY2020, METRO did not have an IMPP program, due to the COVID-19 pandemic. However, the plan is to resume this program virtually, in FY2021.

The Interagency Mentor-Protégé Program (IMPP) is a governmental partnership between the Metropolitan Transit Authority of Harris County (METRO), City of Houston, Houston Independent School District (HISD), Port Houston, Houston First, and Houston Community College (HCC), created to address the common issues that small business owners encounter in public procurements.

The Interagency Mentor-Protégé Program has been active for seven (7) years - (2011, 2013, 2015, 2016, 2017, 2018 and 2019). METRO, City of Houston, Houston Independent School District (HISD), and Port Houston teamed up to form a partnership to foster and strengthen long-term, effective working relationships among established companies, local agencies and emerging and historically underutilized businesses. METRO was the only agency to complete the 2011 Interagency Mentor-Protégé Program, with seven (7) graduates.

In 2013, METRO, City of Houston, HISD and Port Houston rededicated their commitment to the IMPP. In 2017, Houston Community College and Houston First Corporation joined the Interagency Mentor-Protégé Program (IMPP) partnership.

The qualifications to participate in the IMPP are:

- Currently certified as a Small, Women-owned, Veteran-owned, Minority-owned or Disadvantaged Business Enterprise by the City of Houston, METRO Small Business, or hold a current registration from the Port of Houston or the Houston Independent School District (HISD)
- In continuous operation for at least 24 months
- Revenue production between $150,000 and $4 million in the most recent fiscal year
- Minimum staff of four (4) employees
- Ability to commit to nine (9) workshops
- Ability to identify the type of guidance needed for development

Applicants meeting the qualifications are interviewed by the partners and selected based on their readiness to do business. Since inception of the Interagency Mentor-Protégé Program, over 549 applications have been received, 159 firms were interviewed, and 129 firms have graduated.
Glossary of Key Terms

- **13 Neighboring Counties:** Austin, Brazoria, Chambers, Colorado, Fort Bend, Galveston, Harris, Liberty, Matagorda, Montgomery, Walker, Waller and Wharton

- **Annual Goal** – 35% of overall Small and Disadvantaged Business yearly participation on contracts with Small Business contract goals

- **Disadvantaged Business Enterprise (DBE)** – Per the U.S. Department of Transportation: A DBE is a for-profit small business concern, where socially and economically disadvantaged individuals: African Americans, Hispanics, Native Americans, Asian-Pacific and Subcontinent Asian Americans and women, own at least 51% interest, have a personal net worth that does not exceed $1.32M, meets the Small Business Administration Industry Size Standards, and also controls management and daily operations.

- **Disadvantaged Business Enterprise Goal** – Calculation is established by FTA guidelines and is only applicable to Department of Transportation (DOT) funded contracts.

- **Small Business Enterprise (SBE)** – A firm’s owner, regardless of their race or gender, whose personal net worth does not exceed $1.32M and meets Small Business Administration Industry Size Standards

- **Small Business Enterprise/Disadvantaged Business Enterprise** – Certified as METRO Small Business Enterprise (SBE) and/or Disadvantaged Business Enterprise (DBE)

- **Small Business Contract Goal** – A subcontracting goal that is contract-specific based on the scope of work and the availability of small businesses to perform the job. The goal can be satisfied using METRO certified Small Business Enterprises, Disadvantaged Business Enterprises or a combination of Small and Disadvantaged Business Primes and subcontractors.
  - METRO accepts Disadvantaged Business Enterprise (DBE) certification from:
    - City of Houston
    - City of Austin
    - Corpus Christi Regional Transportation Authority
    - North Central Texas Regional Certification Agency (NCTRCA)
    - South Central Texas Regional Certification Agency (SCTRCA)
    - Texas Department of Transportation (TxDOT)
    - Small Business Administration (SBA 8a certification)
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