



# DTP NEWSLETTER

Dulles Transit Partners, LLC, 1595 Spring Hill Road, Suite 600, Vienna, VA 22182      [www.DullesTransitPartners.com](http://www.DullesTransitPartners.com) (703) 852-5900

## PROJECT UPDATE

Significant progress continues each week all along the 11-plus miles of Phase 1 of the Dulles Corridor Metrorail Project. Drivers in Tysons Corner should be aware of more traffic changes where our Project crosses the I-495 Capital Beltway and its HOT Lanes Project. Our most visible work at that intersection is the second truss that has begun erecting spans for the portion of the aerial guideway that will fly over the Beltway. That work will last approximately a year due to the complexity of the work there and the high level of coordination with the HOT Lanes Project.

The first truss, located in the median of the Dulles Connector Road (Route 267) continues to move along, span-by-span, toward Route 123. Crews have been working day and night on massive concrete forms called "straddle bents" which connect two piers over the roadway. Another straddle bent is under construction on westbound I-66 just after the Dulles Connector Road split. Please be alert for detours of both the Connector Road (near Route 123) and I-66 during the overnight hours over the next few weeks as concrete and aerial crews perform this critical work.

Also, our crews are close to completing the lane shifts required along Route 7, where we have moved most of the lanes outward to widen the median where two future Metro stations will be built. These shifts are expected to complete before the end of October. Work at all five stations in Phase 1 is underway, with the Tysons East and Wiehle Avenue stations having progressed the most to date.

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*E-mail comments/questions or ideas to [dtp.acquisitions@dullestransitpartners.com](mailto:dtp.acquisitions@dullestransitpartners.com)*

### **CONTACT US**

*For further information on DBE opportunities with Dulles Transit Partners please visit our website:*

DTP Website:  
[www.dullestransitpartners.com](http://www.dullestransitpartners.com)  
Main number: (703) 852-5900

Project Website (MWAA): [www.dullesmetro.com](http://www.dullesmetro.com)  
Main number: (703) 572-0500

**To view current bid opportunities, visit the DBE section of our website.**

## OSHA AWARDS \$8M IN SAFETY, HEALTH TRAINING GRANTS

From *Occupational Health and Safety Magazine*, Sept. 13, 2010

OSHA recently awarded \$8 million in Susan Harwood Capacity Building Grants to 45 organizations, including nonprofit and community/faith-based groups, employer associations, labor unions, joint labor/management associations, and colleges and universities. The grants will assist these organizations in providing safety and health training, and educational programs for workers and employers.

"Ensuring that workers and employers have the information they need is critical to safe and healthy workplaces," said Secretary of Labor Hilda L. Solis. "These grants will help provide training and education aimed at identifying hazards, understanding rights and responsibilities, protecting health and saving lives."

The Susan Harwood Capacity Building Grants support training programs that educate workers and employers in industries with high injury and fatality rates; low-literacy, young, limited English proficiency and otherwise vulnerable workers; and small business employers. They fund long-term programs that build safety and health competency within organizations.

OSHA awarded approximately \$6.7 million to 30 organizations already providing occupational safety and health training, education and related assistance to their constituents, and that are seeking to expand and develop their capacity. Another \$1.3 million in smaller pilot grants was awarded to 15 organizations that seek to lay the groundwork for a robust safety and health education program. The agency received a total of 166 applications for the capacity building. "The programs funded by these grants will have a long-lasting, positive impact on workers and employers alike," said Dr. David Michaels, assistant secretary of Labor for OSHA. "OSHA also has significantly reached out to non-English speaking, and historically hard to reach, vulnerable workers by awarding grants to organizations committed to serving those groups."

The training grants are named in honor of the late Susan Harwood, a former director of the Office of Risk Assessment in OSHA's health standards directorate,

who died in 1996. The programs receiving grants are designed to prevent work-related injuries, illnesses and deaths by providing the knowledge and tools that workers and employers need to identify and correct workplace safety and health hazards. This grant program is an important component of OSHA's efforts to provide workers in high-risk industries with training about job hazards and their rights. It also provides employers with crucial information about unsafe working conditions, mitigation strategies and their responsibilities under the Occupational Safety and Health Act of 1970.

The list of the 2010 Susan Harwood Capacity Building Grant includes:

1. **CASA de Maryland, Inc (Central American Solidarity Association), Hyattsville, Md.** This grantee will provide training for high-risk Latino workers in the construction, building and grounds maintenance, agricultural, and warehouse industries in Maryland.
2. **National Labor College, Silver Spring, Md.** This grantee will provide training on worker rights and employer responsibilities, workplace hazards, and safety and health committees to affiliated unions with high-risk workers.
3. **Roofers and Waterproofers R & E Joint Trust, Washington, D.C.** This grantee will provide fall protection training to union members working in commercial and residential roofing throughout the United States.



## Add Muscle to Your Bottom Line with Benchmarking

By Alan Rosenberg, CPA  
Mountjoy Chilton Medley  
Sept. 30, 2010

At the end of every construction project you anticipate a happy client, a structure to be proud of and a reasonable profit margin. But how do you really measure success in these areas?

One way to do so is by benchmarking. Using this process, metrics, or “benchmarks,” are selected to measure the company’s performance against your own past performance or against other, similar construction businesses. As a general rule, in order to successfully measure financial results, as much information as possible should be gathered on the front end of a job. Benchmarks should be established through analysis of historical data. Once the benchmarks are in place, the ongoing data collected as a project progresses should be used to determine how job profitability will compare to the established benchmarks.

Benchmarking is not unlike bench *pressing* for athletes. Done regularly, both add muscle where it’s needed – for you, to your “strength” in understanding of your financial position.

### Look Inside or Out

Benchmarking is a very effective management tool, as it tells you how the company is performing and shows where improvements can be made.

*Internal* benchmarking, or tracking your own performance, is a method to identify potential weaknesses and opportunities within your operation. If, for example, your long-term debt-to-equity ratio (an indicator of your ability to pay long-term debt) is rising, benchmarking, if managed properly, will alert you early so you can determine why it’s happening and bring it back into proper alignment. Similarly, if your repeat business percentage is declining, benchmarking will give you a heads-up so you can identify and correct the problem.

*External* benchmarking helps you understand how other companies like yours have performed. For instance, how does your time to completion compare with those of similar businesses? Industry organizations, such as trade associations, can be a good source of information, though they tend to have a

regional focus. Indeed, be wary of the source and content of any benchmarking studies you review. National benchmarking, while informative, may not be useful for a locally or regionally focused contractor because construction practices vary widely across the country. Similarly, a contractor with national reach would likely find local or regional data to be less helpful or even misleading.

### Choose Your Metrics

The specific benchmarks you use should be those that have the greatest impact on your operations. A plumbing contractor, for example, is unlikely to be as concerned with capital equipment costs as an excavator will be.

In determining which benchmarks would be most useful, consult with your financial advisor. A few items to consider include:

- A comparison of estimated revenues and costs to historical averages and actual results using a three- to five-year period;
- How gross profit in current backlog compares to historical averages; and
- How profit recognized to date compares to historical averages.

Labor costs (including overtime), overhead, materials and equipment costs, change orders, and late work orders (those submitted after cutoff dates) should also be reviewed on a regular basis.

In addition, surety information – how your bonding capacity compares to that of your peers – can be very valuable. Your bonding company is the most important user of your financial information, and any benchmarks you establish in that area will assist in maintaining, or potentially increasing, your capacity, especially if you can demonstrate that operations are trending in a positive manner.

### Bring it all Together

Once benchmarks have been established, proper data should be assembled to measure them. Again, your financial advisor would be a good partner in the process. Upon assembling the data, it should be reviewed to determine that it is relevant to what is being measured. Benchmarking should become a regular part of reviewing financial operations.

If financial information is reported every quarter, benchmarking should be done every quarter as well.

### **Educating your Managers about Financial Management**

To become adept at proposing accurate estimates and establishing appropriate benchmarks, the right team members need to be informed to record data on a regular basis.

Financial success begins at the project level, and project managers and field supervisors should be included in the benchmarking process. They should also be trained to focus on overall financial improvements and be held accountable for financial performance on jobs.

Field supervisors may view a no-show subcontractor as a more compelling concern than how they can improve return on investment (ROI). They should be made aware that business success includes improving ROI and the cost of potential rework can have a significant negative impact on ROI and, therefore, the overall financial performance of the company.

Middle managers comprise the vast majority of direct job costs, but they may not think about their big-picture power. Spend some time explaining the basics of cost and profit to them, and show them how much influence they have on the overall financial health of the company.

After all, if your managers aren't fully engaged, they won't help you address the findings with action plans and follow through. It's one matter to know your equipment maintenance costs are on the rise; it's another to have managers who are determined to ferret out why and be aggressive in turning them around.

For the same reasons, share benchmarking results widely. All your employees will likely have an interest in the findings – particularly those whose departments were measured. Spreading the word can build enthusiasm that will carry you through any needed changes and keep existing excellence in place. Even if you generally like to keep your financial data held close to the vest, sharing certain results can be a great motivator for your crews, which can be a key component to the success and profitability of your company.

## **FEATURED PROGRAM OF THE MONTH**

VIRGINIA



### ***Business Opportunity and Workforce Development Center (BOWD)***

The BOWD Center is an exciting initiative offered by the *Virginia Department of Transportation* (VDOT) to provide supportive services and training to a select group of Disadvantaged Business Enterprise (DBE) Firms.

Targeted one-on-one assistance is offered to 22 underutilized DBE firms in areas including:

- Bond packaging
- Computerized accounting and finances
- Job cost accounting systems
- Estimating, bidding and proposal preparation
- Marketing
- Construction management project and technical assistance
- Technical and technology assistance
- Cost benefit analysis/business planning

The BOWD Center also offers a workforce development component that prepares employees of DBE firms and other disadvantaged individuals for employment in highway construction.

**BOWD Center**  
**1602 Rolling Hills Drive**  
**Suite 110**  
**Richmond, VA 23229**  
**Phone: 804-662-9555**

# New Law Adds More Requirements to Small Business Plans

By Matthew Weigelt  
*Washington Technology*  
 Sept. 27, 2010



Government contractors will face new requirements involving bundling, small-business certifications and other contracting issues under a new small business law signed today [Sept. 27] by President Barack Obama.

Among the provisions of the [Small Business Jobs and Credit Act](#) (H.R. 5297) is a requirement that prime contractors provide a written explanation when they fail to use the subcontractors in the manner described in the subcontracting plan. If the explanation doesn't satisfy the contracting officer, it can hurt the evaluation of the prime contractor's performance on the contract, according to the law.

Furthermore, a contractor that continually fails to meet its subcontracting plan will be identified as having that history in the Federal Awardee Performance Integrity Information System. FAPIIS is a public website detailing contractors and their work on government contracts. The database is intended to increase the amount of information available to government contracting

officers as they evaluate contractors competing for their contracts. In July, the website became public.

As for the small business bill, the House passed the legislation 237 to 187, and the Senate passed the bill a week earlier 61 to 38. The bill also addresses these other small business contracting issues:

## **Bundling**

The bill establishes a government-wide bundling limit of \$2 million for contracts, which decreases the current \$10 million limit. It creates a five-year small business teaming pilot program to assist small businesses in forming teams or joint ventures to help them compete for larger or bundled contracts.

It also directs each agency to post on their websites a list of all bundled contract awards and the rationale behind why they were bundled.

## **Certifications**

The legislation attempts to stop fraud in small business contracting, an issue several investigations by the Government Accountability Office have revealed as a major problem. Small businesses now have annual certification requirements to determine that the company meets the standards to be a small business. Each bid and contract must have a certification, and a procurement official must sign the certifications.

## **Fraud**

The bill also creates a presumption of stealing from the government if a company misrepresents itself as a small business. Officials will have to set a government-wide policy for prosecuting the fraud.

## **Subcontracting**

The bill puts more pressure on prime contractors to follow their subcontracting plans, which are submitted with their proposals for contracts. Contractors have to buy services and materials from the small businesses and in the amount and quality specified in the plans.

## **Size standards**

It requires the Small Business Administration to review and update small-business size standards every five years.

## Featured DBE Firm NIS SOLUTIONS, INC.

In business since 1997, NIS is an SBA-certified SDB firm with Disadvantaged Business Enterprise (DBE) certification in the District of Columbia, Maryland and Virginia. A graduate of the SBA 8(a) program, NIS is a provider of mission-critical professional services to the federal government and commercial sector. NIS provides expert services including engineering services, staff augmentation, help desk services, desktop support, application development, network services, and web services including hosting.

For more than five years, NIS provided engineering and environmental services to the Federal Housing Authority. For Dulles Transit Partners, NIS has undertaken multiple projects to include material testing, construction inspection, engineering review and workforce augmentation. NIS provided MEP design review and foundation construction in support of the pre-cast plant for Rizzani de Eccher.

At NIS, we pride ourselves on our technical capabilities and resources that have allowed us to manage and support our projects from

inception to completion. By effectively integrating our advanced project and program management techniques, we have created an environment for continued business successes and customer satisfaction while ensuring our capacity to support larger and more complex contract initiatives. We strive to provide quality services with on-time and on-budget delivery for all our tasks and contracts.

NIS is interested in partnering with existing contractors to provide support services, including material testing, construction inspections, design reviews, and staff augmentation.

For more information please contact:  
**NIS CORPORATION**  
 d/b/a NIS SOLUTIONS INC.  
 45640 WILLOW POND PLAZA, STE 101  
 STERLING, VA 20164-4455  
 Contact: Scott Findley, Program Manager  
 Phone: (703)435-3330 ext. 1008  
 Fax: (703)435-4334  
[sfindley@nissolutions.com](mailto:sfindley@nissolutions.com)



NIS workers perform foundation construction at the Dulles Corridor Metrorail Project pre-cast plant



NIS corporate headquarters in Sterling, VA

## UPCOMING EVENTS & OTHER INFORMATION

### DTP DBE PROGRAM: Getting Certified as a DBE

#### Dulles Transit Partners has a DBE Project Goal of 10 percent

Two agencies issue DBE certifications applicable to the DTP DBE Program:

Metropolitan Washington Airports Authority (MWAA)

[DBE Certification Application Website Address](#)



Virginia Department Minority Business Enterprise (VDMBE)

[DBE Certification Application Website Address](#)



#### NEED ASSISTANCE WITH YOUR DBE/LDBE CERTIFICATION?

Pawnee L. Wentt

PLW & Associates

7718 Saratoga Ridge Court, #201

Springfield, VA 22153

(703) 629-7510

[plwassociates@verizon.net](mailto:plwassociates@verizon.net)

# Meet DTP's DBE FIRMS

*The following firms are currently under contract at DTP*

|     | DBE Firm                                       | Work Description   | ST | Point of Contact     | Phone #      | Email  |
|-----|--|--|----|----------------------|--------------|--|
| 1   | A&R Trucking                                   | Trucking and Hauling                                     | VA | Reggie Saunders      | 540-522-2087 | <a href="mailto:ARTRUCKING07@YAHOO.COM">ARTRUCKING07@YAHOO.COM</a>                       |
| 2   | AA Group                                       | Site Preparation   | VA | Konplay Chanthamixay | 703-594-2677 |  |
| 3   | AB Consultants                                 | Landscape Design   | MD | Amrish Patel         | 301-470-2476 | <a href="mailto:AMRISH.PATEL@ABCONSULTANTSINC.COM">AMRISH.PATEL@ABCONSULTANTSINC.COM</a> |
| 4   | ABM Trucking, LLC.                             | Trucking and Hauling                                     | VA | Claudia Fuentes      | 703-843-6589 | <a href="mailto:FUENTESCLAUDIA21@YAHOO.COM">FUENTESCLAUDIA21@YAHOO.COM</a>               |
| 5   | AC & DC Power Technologies                     | Furnish and Install UPS and Batteries                    | GA | Marlene McCartha     | 678-817-7996 | <a href="mailto:MCCARTHA1@EARTHLINK.NET">MCCARTHA1@EARTHLINK.NET</a>                     |
| 6   | ADA Trucking, LLC.                             | Trucking and Hauling                                     | VA | Alexander Sandoval   | 703-296-7138 | <a href="mailto:SALEXANDER@ADATRUCKING.COM">SALEXANDER@ADATRUCKING.COM</a>               |
| 7   | AD Trucking, LLC                               | Trucking and Hauling                                     | VA | Adan Abdi            | 703-200-1491 | <a href="mailto:ADANABDI96@YAHOO.COM">ADANABDI96@YAHOO.COM</a>                           |
| 8   | Aggregate Relocation Specialists               | Trucking and Hauling                                     | VA | Ginger Goff          | 540-347-4039 | <a href="mailto:GOFF364@COMCAST.NET">GOFF364@COMCAST.NET</a>                             |
| 9   | Air, Water and Soil Laboratories, Inc.         | Environmental Research and Development Laboratories      | VA | Carmela Tombes       | 804-358-8295 | <a href="mailto:CTOMBES@AWSLABS.COM">CTOMBES@AWSLABS.COM</a>                             |
| 10  | Alvarado Trucking, Inc.                        | Trucking and Hauling                                     | VA | Rutilio Alvarado     | 571-225-1770 | <a href="mailto:ROALVARADO@ALVARADOTRUCKING.COM">ROALVARADO@ALVARADOTRUCKING.COM</a>     |
| 11  | Alvarenga Trucking                             | Trucking and Hauling                                     | VA | Manuel Alvarenga     | 703-314-4307 | <a href="mailto:DANNY1215@VERIZON.NET">DANNY1215@VERIZON.NET</a>                         |
| 12  | AM-1 Trucking, LLC.                            | Trucking and Hauling                                     | VA | Alfred Medina        | 703-898-5911 | <a href="mailto:RAWKEY00@GMAIL.COM">RAWKEY00@GMAIL.COM</a>                               |
| 13  | A&M Concrete Corporation                       | Concrete Services  | VA | Joe Alves            | 703-867-0634 | <a href="mailto:ACORADO@AOL.COM">ACORADO@AOL.COM</a>                                     |
| 14  | Amelie Construction and Supply Company         | Structural Steel, Poured Concrete Structure Construction | PA | Danielle Proctor     | 724-352-4700 | <a href="mailto:DPROCTOR@AMELIECONSTRUCTION.COM">DPROCTOR@AMELIECONSTRUCTION.COM</a>     |
| *15 | American Enterprise, LLC                       | Trucking and Hauling                                     | VA | Fanny Lopez          | 703-843-5577 | <a href="mailto:EMAILDA@GMAIL.COM">EMAILDA@GMAIL.COM</a>                                 |
| 16  | Amtrac Railroad Contractors of Maryland, Inc.  | Railroad Construction                                    | MD | Jacqueline Manzini   | 301-797-3730 | <a href="mailto:JMANZINI@AMTRACMD.COM">JMANZINI@AMTRACMD.COM</a>                         |
| 17  | Andy Trucking, Inc                             | Trucking and Hauling                                     | VA | Carlos Zanabria      | 703-303-8314 | <a href="mailto:ANDYTRUCKING87@YAHOO.COM">ANDYTRUCKING87@YAHOO.COM</a>                   |
| 18  | Andy & Eddie Trucking, Inc.                    | Trucking and Hauling                                     | VA | Eduardo Estrada      | 703-856-7837 | <a href="mailto:EDUCLA03@HOTMAIL.COM">EDUCLA03@HOTMAIL.COM</a>                           |
| 19  | Aquia Trucking, Inc.                           | Trucking and Hauling                                     | VA | Wilde Moran          | 571-237-6507 | <a href="mailto:MORAN33645@AOL.COM">MORAN33645@AOL.COM</a>                               |
| 20  | ARG Tile, LLC                                  | Trucking and Hauling                                     | VA | Adalberto Rodriguez  | 703-587-4066 | <a href="mailto:AYRTRUCKING@YAHOO.COM">AYRTRUCKING@YAHOO.COM</a>                         |
| 21  | Arthur Construction Company                    | Concrete Installation                                    | VA | Fatima Araujo        | 703-996-1155 | <a href="mailto:FARAUJO@ARTHURCONST.COM">FARAUJO@ARTHURCONST.COM</a>                     |
| 22  | Athavale, Lystad & Associates, Inc.            | Staff Augmentation                                       | VA | Tewolde Iyob         | 703-893-3104 | <a href="mailto:TIYOB@ALAENGR.COM">TIYOB@ALAENGR.COM</a>                                 |
| 23  | Baistar Mechanical                             | Plumbing, Heating and Air Conditioning                   | VA | H. K. Jun            | 703-941-9582 | <a href="mailto:HK@BAISTAR.COM">HK@BAISTAR.COM</a>                                       |
| 24  | Barbee Curran Elevator Company                 | Elevators and Escalators                                 | MD | Maureen Barbee       | 301-468-0470 | <a href="mailto:MOBARBEE@AOL.COM">MOBARBEE@AOL.COM</a>                                   |
| 25  | Basnight Hauling                               | Trucking and Hauling                                     | VA | Ted Basnight         | 757-963-6365 | <a href="mailto:DOREENRAYMOND@MSN.COM">DOREENRAYMOND@MSN.COM</a>                         |
| 26  | Blaize Events & Media, Inc.                    | Marketing Consultants                                    | VA | Vivian E. Blaize     | 757-473-0456 | <a href="mailto:VIVIAN@BLAIZEEVENTSANDMEDIA.COM">VIVIAN@BLAIZEEVENTSANDMEDIA.COM</a>     |
| 27  | B&W Excavating and Land Clearing Company, Inc. | Excavating & Land Clearing                               | VA | Judy Beaty           | 703-631-0505 | <a href="mailto:JBEATY396@AOL.COM">JBEATY396@AOL.COM</a>                                 |
| *28 | Callahan Paving products                       | Construction Materials Wholesaler                        | PA | Terry Callahan       | 215-443-5040 | <a href="mailto:TERRY@CALLAHANPAVING.COM">TERRY@CALLAHANPAVING.COM</a>                   |
| 29  | Century Fence Construction, LLC                | Temporary Fencing  | MD | Bridget Burns        | 301-599-2073 | <a href="mailto:CENTURYFENCE@CENTURYFENCE.NET">CENTURYFENCE@CENTURYFENCE.NET</a>         |
| 30  | Cerritos Jr Trucking, LLC                      | Hauler of Material                                       | VA | Oscar Cerritos       | 703-906-2512 |  |
| 31  | Cheshil Consultants, Inc.                      | Staff Augmentation                                       | VA | Chet Bhimani         | 703-569-8763 | <a href="mailto:CVBHIMANI@CCIONE.COM">CVBHIMANI@CCIONE.COM</a>                           |
| 32  | CHU Contracting, Inc                           | Roofing Contractor                                       | VA | Gina Lee             | 703-378-8190 | <a href="mailto:CHUCONTRACTING@YAHOO.COM">CHUCONTRACTING@YAHOO.COM</a>                   |

|     | DBE Firm  | Work Description   | ST | Point of Contact   | Phone #      | Email  |
|-----|---|--|----|--------------------|--------------|--|
| 33  | Contract Design & Development                       | Structural Steel Constructor                                   | MD | Murry Edwards      | 301-536-4636 | <a href="mailto:MURRYEDWARDS@CDDL.LC.NET">MURRYEDWARDS@CDDL.LC.NET</a>                       |
| 34  | Cottoms Trucking, Inc.                              | Trucking and Hauling   | VA | Herbert Cottoms    | 540-659-4543 | <a href="mailto:REVCOTT@VERIZON.NET">REVCOTT@VERIZON.NET</a>                                 |
| 35  | Council Computer Products Inc                       | Office Supplies  | MD | Marianne Council   | 301-220-0417 | <a href="mailto:MCOUNCELL@COUNCELL.COM">MCOUNCELL@COUNCELL.COM</a>                           |
| 36  | Crystal Steel Fabricators, Inc.                     | Fabricated Structural Metal Manufacturing                      | DE | Bill Lo            | 302-846-0613 | <a href="mailto:WLO@CRYSTALSTEEL.COM">WLO@CRYSTALSTEEL.COM</a>                               |
| 37  | CTI/DC  | Ready Mix Concrete   | DC | Darryl Stuckey     | 202-863-0904 | <a href="mailto:DSTUCKEY@CTI-DC.COM">DSTUCKEY@CTI-DC.COM</a>                                 |
| 38  | Cuzcatlan's Trucking, LLC                           | Trucking and Hauling   | VA | Miguel Calderon    | 703-898-2272 |  |
| 39  | Dapaber Hauling, Inc.                               | Trucking and Hauling   | VA | Dario Bernal       | 703-328-1340 | <a href="mailto:DBERO50@MSN.COM">DBERO50@MSN.COM</a>   |
| 40  | Del Cid General Contractors, Inc.                   | Painting   | VA | Nelson Del Cid     | 703-329-8481 | <a href="mailto:DELCIDCONTRACTORS@YAHOO.COM">DELCIDCONTRACTORS@YAHOO.COM</a>                 |
| 41  | Devcon Contracting, Inc.                            | Trucking and Hauling   | VA | Derek Francis      | 804-400-6635 | <a href="mailto:LETSHAULIT@AOL.COM">LETSHAULIT@AOL.COM</a>                                   |
| 42  | District Safety, Inc.                               | Safety Products  | VA | Joseph S. Williams | 703-802-8226 | <a href="mailto:CUSTSERV@DISTRICTSAFETY.COM">CUSTSERV@DISTRICTSAFETY.COM</a>                 |
| 43  | Diversity Enterprises, L.L.C.                       | Trucking and Hauling   | VA | Joseph Welch       | 703-491-3480 | <a href="mailto:JANETP@VERIZON.NET">JANETP@VERIZON.NET</a>                                   |
| 44  | Domingo Gonzales Associates, Inc.                   | Architectural Lighting Consultant                              | NY | Elizabeth Marin    | 212-608-4800 | <a href="mailto:ADMIN@DYGALIGHT.COM">ADMIN@DYGALIGHT.COM</a>                                 |
| 45  | DW & M Trucking,                                    | Trucking and Hauling   | VA | Elmer Mejia        | 703-932-6874 | <a href="mailto:DWMTRUCKINC@VERIZON.NET">DWMTRUCKINC@VERIZON.NET</a>                         |
| 46  | E. Ann Jackson                                      | Jacking and Boring   | VA | Ann Smith          | 804-265-5633 | <a href="mailto:EANNJACKSONINC@YAHOO.COM">EANNJACKSONINC@YAHOO.COM</a>                       |
| 47  | E Jackson Hauling                                   | Trucking and Hauling   | VA | Edwin Jackson      | 804-883-5691 |  |
| 48  | EJE Trucking, LLC                                   | Trucking and Hauling   | VA | Nelson Gomez       | 703-677-4766 | <a href="mailto:NELSONGOMEZ@YAHOO.COM">NELSONGOMEZ@YAHOO.COM</a>                             |
| 49  | El Suave Trucking                                   | Trucking and Hauling   | VA | Jorge Chavez       | 703-220-8521 |  |
| 50  | EMC2, Inc.  | Support of Excavation Design                                   | MD | Surinder Singh     | 301-424-8696 | <a href="mailto:SURINDER@EMC2ENGINEERS.COM">SURINDER@EMC2ENGINEERS.COM</a>                   |
| 51  | Emergency Serv Hauling, Waste & General Contracting | Trucking and Hauling; Solid Waster Collection                  | DC | Cornell Saddler    | 240-793-4878 | <a href="mailto:CORNELLSADDLER@GMAIL.COM">CORNELLSADDLER@GMAIL.COM</a>                       |
| 52  | Engineering and Materials Technologies, inc.        | Geotechnical Testing   | VA | Shaz Moosa         | 703-361-9898 | <a href="mailto:SHAZ@EMTECHENGINEERS.COM">SHAZ@EMTECHENGINEERS.COM</a>                       |
| 53  | EPCM, Inc   | General Contract, Design, Engineering                          | VA | Bhupinder Sohi     | 703-503-0900 | <a href="mailto:BSOHI@EPCM-INC.COM">BSOHI@EPCM-INC.COM</a>                                   |
| 54  | Esteban A & Company                                 | Reproduction and Printing Services                             | VA | A. Chris Esteban   | 703-532-6090 | <a href="mailto:CESTEBAN@ESTEBAN.COM">CESTEBAN@ESTEBAN.COM</a>                               |
| 55  | EV Trucking, Inc.                                   | Trucking and Hauling   | VA | Maria Vina         | 703-582-7505 | <a href="mailto:EJVINA@YAHOO.COM">EJVINA@YAHOO.COM</a>                                       |
| 56  | Executive Personnel Services, Inc.                  | Personnel/Construction Labor/ Janitorial Services              | DC | Gerald Shealey     | 202-772-4278 | <a href="mailto:PERSONNEL@EPSISTAFFING.COM">PERSONNEL@EPSISTAFFING.COM</a>                   |
| 57  | Fairchild Trucking, Inc.                            | Trucking and Hauling   | VA | Layton Fairchild   | 540-582-5374 | <a href="mailto:DMAMAJANE@AOL.COM">DMAMAJANE@AOL.COM</a>                                     |
| 58  | Fine Art Photography                                | Photography  | MD | Billie Nicholson   | 301-460-7977 | <a href="mailto:MARK@HOTSHOTSPHOTOGRAPHY.COM">MARK@HOTSHOTSPHOTOGRAPHY.COM</a>               |
| 59  | FMC & Associates                                    | Materials Testing  | DC | Fadil Abdelfatah   | 202-863-0911 | <a href="mailto:FADIL@FMCASSOC.COM">FADIL@FMCASSOC.COM</a>                                   |
| *60 | Gainesville Plumbing, LLC                           | Plumbing and HVAC  | VA | Janis Jones        | 571-248-8727 | <a href="mailto:JANIS.JONES@GAINESVILLEPLUMBING.COM">JANIS.JONES@GAINESVILLEPLUMBING.COM</a> |
| 61  | Gazu Trans  | Trucking and Hauling   | VA | Deterlino Revollo  | 571-344-0300 | <a href="mailto:Y2KGAZU@YAHOO.COM">Y2KGAZU@YAHOO.COM</a>                                     |
| 62  | Gil Trucking  | Trucking and Hauling   | VA | Jorge Gil          | 703-726-8624 | <a href="mailto:GILTRK1@AOL.COM">GILTRK1@AOL.COM</a>   |
| 63  | G&C Equipment                                       | Construction Supply  | DC | Bonnie Chester     | 202-248-5070 | <a href="mailto:BONNIE@GANDCCORP.COM">BONNIE@GANDCCORP.COM</a>                               |
| 64  | G.W. Peoples Contracting Company, Inc.              | Railroad Equipment and Supplies                                | VA | Renee Y. Banks     | 202-488-7185 | <a href="mailto:GWPEOPLES@AOL.COM">GWPEOPLES@AOL.COM</a>                                     |
| 65  | Golden Eagle Construction Co. LLC                   | Construction Supply; Highway, street and bridge construction   | VA | Kenneth Witcher    | 703-369-7623 | <a href="mailto:GOLDENEAGLECO@AOL.COM">GOLDENEAGLECO@AOL.COM</a>                             |
| 66  | Goel Construction Services, Inc.                    | Site Demolition  | MD | Piyush J. Goel     | 202-457-0111 | <a href="mailto:PJ-GOEL@GOELCONSTRUCTION.COM">PJ-GOEL@GOELCONSTRUCTION.COM</a>               |
| 67  | Great Lakes Contracting                             | Custom Metal Fabricators                                       | WI | Bill Beson, Jr.    | 414-463-9355 | <a href="mailto:WRB@GREATLKS.COM">WRB@GREATLKS.COM</a>                                       |
| 68  | Greenhow & Sons Trucking                            | Trucking and Hauling   | VA | Greg Greenhow      | 703-404-3688 | <a href="mailto:THEGREENHOWFAMILY@HOTMAIL.COM">THEGREENHOWFAMILY@HOTMAIL.COM</a>             |
| 69  | Hampton Trucking, Inc.                              | Trucking and Hauling   | VA | Teresa Hampton     | 703-834-9760 | <a href="mailto:EARLEHAMPTON@AOL.COM">EARLEHAMPTON@AOL.COM</a>                               |
| 70  | Harris Group Promotions and Supply, LLC.            | Direct Mail Advertising, Other Services Related to Advertising | VA | Marvin Harris      | 804-272-2994 | <a href="mailto:MHARRIS@MAPINV.COM">MHARRIS@MAPINV.COM</a>                                   |

|      | DBE Firm                               | Work Description   | ST | Point of Contact   | Phone #      | Email  |
|------|--|--|----|--------------------|--------------|--|
| 71   | Hernandez Trucking                     | Trucking and Hauling   | VA | Milton Hernandez   | 571-436-1727 | <a href="mailto:HFMILTON@HERNANDEZ.COM">HFMILTON@HERNANDEZ.COM</a>                 |
| 72   | H.F. Morales Trucking, Inc.            | Trucking and Hauling   | VA | Hugo Morales       | 571-259-7187 |  |
| 73   | HSA, Inc.                              | Geological Engineering Services  | DC | Harish Senapathy   | 202-269-6110 | <a href="mailto:HARISH.SENAPATHY@HSAINC.BIZ">HARISH.SENAPATHY@HSAINC.BIZ</a>       |
| *74  | Ideal Electrical Supply Corp.          | Electrical Supplies  | DC | Cora Williams      | 202-526-7500 |  |
| 75   | International Resources Group          | Industrial & Construction Supplies   | VA | Chris Allison      | 703-239-2658 | <a href="mailto:VAFAR@STORES.FASTENAL.COM">VAFAR@STORES.FASTENAL.COM</a>           |
| 76   | Irays 1 Trucking, Inc.                 | Trucking and Hauling   | VA | Samuel Villalta    | 703-595-1805 | <a href="mailto:SVUKKAKTA@IRAYSTRUCKINGINC.COM">SVUKKAKTA@IRAYSTRUCKINGINC.COM</a> |
| 77   | Jacobo, LLC                            | Trucking and Hauling   | VA | Jacobo Carcamo     | 703-609-0798 | <a href="mailto:CARCAMO.5@HOTMAIL.COM">CARCAMO.5@HOTMAIL.COM</a>                   |
| 78   | Jaime R. Arispe                        | Trucking and Hauling   | VA | Jaime Arispe       | 703-606-9069 | <a href="mailto:ARISPE@YAHOO.COM">ARISPE@YAHOO.COM</a>                             |
| 79   | Jaimie Pozo Fernandez dba CJP Trucking | Trucking and Hauling   | VA | Jaime Fernandez    | 571-722-4680 |  |
| 80   | Jara Trucking, Inc.                    | Trucking and Hauling   | VA | Jose Jara          | 703-402-3756 |  |
| 81   | J. Baires Trucking, LLC                | Trucking and Hauling   | VA | Jose Baires        | 571-259-0149 | <a href="mailto:JBAIRESTRUCKING@COMCAST.NET">JBAIRESTRUCKING@COMCAST.NET</a>       |
| 82   | J Brooks Trucking, LLC.                | Trucking and Hauling   | VA | Joseph Brooks      | 703-932-6338 | <a href="mailto:NICENSLOW267@YAHOO.COM">NICENSLOW267@YAHOO.COM</a>                 |
| 83   | Jenkins Limousine & Transportation     | Passenger Transportation   | DC | Darryl Jenkins     | 301-203-6600 | <a href="mailto:JENKINSLIMO@VERIZON.NET">JENKINSLIMO@VERIZON.NET</a>               |
| 84   | JD Littlejohn                          | Trucking and Hauling   | VA | James Littejohn    | 703-492-2700 | <a href="mailto:JDLITTLEJOHNINC@YAHOO.COM">JDLITTLEJOHNINC@YAHOO.COM</a>           |
| *85  | JMR Trucking, Inc                      | Trucking and Hauling   | VA | Jose Rodriguez     | 571-436-8565 |  |
| 86   | Jose Alvarenga dba Top Dogs Hauling    | Trucking and Hauling   | VA | Jose Alvarenga     | 703-898-6100 | <a href="mailto:AMYALVARENGA@YAHOO.COM">AMYALVARENGA@YAHOO.COM</a>                 |
| 87   | JP and Concepts Co.                    | Railroad Equipment and Supplies  | FL | Joann Forance      | 239-437-3108 | <a href="mailto:FORANCEJ@AOL.COM">FORANCEJ@AOL.COM</a>                             |
| 88   | K&B Summers                            | Trucking and Hauling   | PA | Rebecca Summers    | 717-733-3139 | <a href="mailto:KANDB@SUMMERSTRUCKING.COM">KANDB@SUMMERSTRUCKING.COM</a>           |
| 89   | KC Engineering                         | Staff Augmentation   | IA | Kent Claus         | 712-252-2100 | <a href="mailto:KENT@KCENGINEER.COM">KENT@KCENGINEER.COM</a>                       |
| 90   | KD Jones & Sons Trucking , LLC         | Trucking and Hauling   | VA | Keith Jones        | 703-898-0313 | <a href="mailto:TANDKTRANSPORTERS@GMAIL.COM">TANDKTRANSPORTERS@GMAIL.COM</a>       |
| 91   | Keys Material & Utilities              | Construction/Water/Sewer Material Supplier                                     | MD | Jerrie Ann Keys    | 301-854-5283 | <a href="mailto:KEYSINC@COMCAST.NET">KEYSINC@COMCAST.NET</a>                       |
| 92   | KGJ Trucking                           | Trucking and Hauling   | VA | Parminder Athwal   | 703-431-1053 | <a href="mailto:SUNTO3@VERIZON.NET">SUNTO3@VERIZON.NET</a>                         |
| 93   | KT Trucking, LLC                       | Trucking and Hauling   | VA | Kifle Kassa        | 703-856-7147 | <a href="mailto:KTDUMPTRUCKING@YAHOO.COM">KTDUMPTRUCKING@YAHOO.COM</a>             |
| 94   | L&M Trucking, Inc.                     | Trucking and Hauling   | VA | Luis Guzman        | 571-437-4183 | <a href="mailto:LGZMAN@COMCAST.NET">LGZMAN@COMCAST.NET</a>                         |
| 95   | L J Trucking, LLC                      | Trucking and Hauling   | VA | Lilian Hernandez   | 571-212-3288 | <a href="mailto:ZOYROSA09@YAHOO.COM">ZOYROSA09@YAHOO.COM</a>                       |
| 96   | LL&G Lawncare                          | Landscaping  | VA | Lawrence Easley    | 434-476-1316 | <a href="mailto:LLANDGLAWNCARE@HOTMAIL.COM">LLANDGLAWNCARE@HOTMAIL.COM</a>         |
| 97   | Las Rocas Trucking, Inc                | Trucking and Hauling   | VA | Arnulfo Reyes      | 703-393-9532 | <a href="mailto:RASOCIADOS@AOL.COM">RASOCIADOS@AOL.COM</a>                         |
| 98   | Lion Trucking, LLC                     | Trucking and Hauling   | VA | Asmerom Ambaye     | 703-966-9274 | <a href="mailto:ASMER12@GMAIL.COM">ASMER12@GMAIL.COM</a>                           |
| 99   | Lopez S Trucking, Inc.                 | Trucking and Hauling   | VA | Saul Lopez         | 703-401-4220 |  |
| 100  | M & S Fabricators, Inc.                | Structural Steel   | VA | Renata Allbeck     | 434-369-1170 | <a href="mailto:MANDSFAB@AOL.COM">MANDSFAB@AOL.COM</a>                             |
| *101 | M & V Trucking Service                 | Trucking and Hauling   | VA | Walter Maranon     | 703-507-5711 | <a href="mailto:MARANON4@YAHOO.COM">MARANON4@YAHOO.COM</a>                         |
| 102  | M.A.A.C Trucking, LLC                  | Trucking and Hauling   | VA | Miguel Alvarez     | 571-490-1239 | <a href="mailto:MAACTRUCKING@GMAIL.COM">MAACTRUCKING@GMAIL.COM</a>                 |
| 103  | MA Engineering Consulting              | Civil Engineering, Environmental and Land Surveying Services; Utility Location | NC | Arvin Maniktala    | 877-623-2123 | <a href="mailto:MAEC@MAEC.COM">MAEC@MAEC.COM</a>                                   |
| 104  | Maison Culinaire, Inc.                 | Catering Services  | VA | Sus Grondin-Butler | 571-203-0111 | <a href="mailto:SUS@MAISONCULINAIRE.COM">SUS@MAISONCULINAIRE.COM</a>               |
| 105  | Marvin Trucking LLC                    | Trucking and Hauling   | VA | Martin Castro      | 571-337-3848 | <a href="mailto:OCTR1@AOL.COM">OCTR1@AOL.COM</a>                                   |
| 106  | MATM Trucking                          | Trucking and Hauling   | VA | Addis Woldetsadik  | 703-909-7814 | <a href="mailto:MEHATEMA@YAHOO.COM">MEHATEMA@YAHOO.COM</a>                         |
| 107  | Mayhan Enterprizes                     | Site Preparation Contractor  | DC | Clyde Mayhan       | 202-234-1416 | <a href="mailto:CLYDE@MAYHANENTERPRIZES.COM">CLYDE@MAYHANENTERPRIZES.COM</a>       |
| *108 | MCG Trucking                           | Trucking and Hauling   | VA | Engeberto Gomez    | 571-436-1581 |  |
| 109  | MCV Associates                         | Transportation Consultants   | VA | Joe Mehra          | 703-914-4850 | <a href="mailto:MCV@MCVAINC.COM">MCV@MCVAINC.COM</a>                               |
| 110  | Melvin & Son Trucking, Inc.            | Trucking and Hauling   | VA | Yanci Portillo     | 703-444-3077 | <a href="mailto:PORTILLOFAMILY@YAHOO.COM">PORTILLOFAMILY@YAHOO.COM</a>             |
| 111  | Mendez Trucking, Inc.                  | Trucking and Hauling   | VA | Jesus Mendez       | 571-238-5965 |  |

|      | DBE Firm  | Work Description   | ST | Point of Contact      | Phone #      | Email  |
|------|---|--|----|-----------------------|--------------|--|
| 112  | Mendoza Trucking, LLC                                 | Trucking and Hauling   | VA | Anselmo Mendoza       | 703-906-4834 | <a href="mailto:ANSELMO@NOEMAIL.COM">ANSELMO@NOEMAIL.COM</a>                                   |
| 113  | Metropolitan Parking and Transportation               | Passenger Transportation   | VA | Vanessa Biatchon      | 703-448-9790 | <a href="mailto:VBIATCHON@MPTSERVICES.COM">VBIATCHON@MPTSERVICES.COM</a>                       |
| 114  | Mid-Atlantic Security Agency                          | Security Guard Services  | DC | Larry Davidson        | 443-277-7920 | <a href="mailto:MIDATLANTICSECURITY@COMCAST.NET">MIDATLANTICSECURITY@COMCAST.NET</a>           |
| 115  | Mimar Architects, Inc.                                | Architectural and Eng. Services  | MD | Khalid Bhatti         | 410-944-4900 | <a href="mailto:KBHATTI@MIMARCH.NET">KBHATTI@MIMARCH.NET</a>                                   |
| 116  | Molecular Systems, Inc.                               | Roofing/Materials Supplier   | MD | Mack Jenkins          | 301-499-6826 | <a href="mailto:MSI9200@AOL.COM">MSI9200@AOL.COM</a>   |
| 117  | Monte Trucking, Inc.                                  | Trucking and Hauling   | VA | Neri De Jesus Marquez | 371-915-7553 |  |
| 118  | Moore, William G & Son                                | Supply of Lumber, Timber and Allied Products                             | NJ | Audrey Troise         | 732-303-6049 | <a href="mailto:WGMOORELBR@AOL.COM">WGMOORELBR@AOL.COM</a>                                     |
| 119  | Morcom International Inc.                             | Electrical Contractors   | VA | Manuel Ojeda          | 703-263-9305 | <a href="mailto:EWRIGHT@MORCOM.NET">EWRIGHT@MORCOM.NET</a>                                     |
| 120  | Morgan Oil Corporation                                | Fuel   | VA | Mary C. Morgan        | 540-364-1591 | <a href="mailto:MORGANOILCORP@HOTMAIL.COM">MORGANOILCORP@HOTMAIL.COM</a>                       |
| 121  | Murcia Trucking, Inc.                                 | Trucking and Hauling   | VA | Maximiliano Murcia    | 703-650-8999 | <a href="mailto:MURCIAMAX@VERIZON.NET">MURCIAMAX@VERIZON.NET</a>                               |
| 122  | Nationwide Electrical Services                        | Electrical Contractors   | DC | John Young            | 202-636-3800 | <a href="mailto:JYOUNG@N-E-S.NET">JYOUNG@N-E-S.NET</a>   |
| 123  | New York Sky, LLC                                     | Trucking and Hauling   | VA | Rosa Sibrian          | 703-955-9041 | <a href="mailto:MSHENRIQUEZ727@YAHOO.COM">MSHENRIQUEZ727@YAHOO.COM</a>                         |
| 124  | NIS Corporation                                       | Engineering Consultants  | VA | Kingsley Obaji        | 703-435-3330 | <a href="mailto:KOBABI@NISSOLUTIONS.COM">KOBABI@NISSOLUTIONS.COM</a>                           |
| 125  | Oehlerking Hauling, Rigging and Heavy Equipment, Inc. | Rigging large-scaled Equipment, Trucking and Hauling                     | MD | Angela Oehlerking     | 301-274-3803 | <a href="mailto:ANGELA@OEHLERKINGHAULING.COM">ANGELA@OEHLERKINGHAULING.COM</a>                 |
| 126  | Old Dominion Electrical Supply                        | Electrical Supply  | VA | Harold Parker         | 804-344-5440 | <a href="mailto:ODES01@VERIZON.NET">ODES01@VERIZON.NET</a>                                     |
| 127  | One of a Kind Trucking                                | Trucking and Hauling   | VA | Jose Mejia            | 703-297-1804 | <a href="mailto:ONEOFKINDTRUCKING@GMAIL.COM">ONEOFKINDTRUCKING@GMAIL.COM</a>                   |
| 128  | P.J. Casanave Land Clearing Company                   | Site Preparation/Clearing and Grubbing                                   | VA | Jean Casanave         | 804-785-2392 | <a href="mailto:JCASANAVE@SITECLEARING.COM">JCASANAVE@SITECLEARING.COM</a>                     |
| 129  | Pessoa Construction Company                           | Utilities and Concrete   | MD | Julio Pessoa          | 301-322-5190 | <a href="mailto:MIKE@PESSOACON.COM">MIKE@PESSOACON.COM</a>                                     |
| 130  | Portico Realty Services                               | Electrical and Heavy Highway Construction, Facility Maintenance Services | VA | Brenda Frank          | 571-323-5965 | <a href="mailto:BRENDA.FRANK@PORTICO.SERVICES.COM">BRENDA.FRANK@PORTICO.SERVICES.COM</a>       |
| 131  | Precision Communication & Technology                  | Telephone Equipment  | VA | Perry L. Gaskins      | 571-237-9570 | <a href="mailto:GASKINSP@PRECISIONCT.COM">GASKINSP@PRECISIONCT.COM</a>                         |
| 132  | Premier Reprographics                                 | Reproduction and Printing Services                                       | VA | Vickie Banks          | 703-370-6612 | <a href="mailto:VICKIE@PREMIERREPRO.COM">VICKIE@PREMIERREPRO.COM</a>                           |
| 133  | Prime 1 One, Inc.                                     | Janitorial Services  | VA | Johnny L. Smith       | 703-221-8919 | <a href="mailto:PRES@PRIMEONE-POWER.COM">PRES@PRIMEONE-POWER.COM</a>                           |
| 134  | Prince Construction                                   | Building Construction Equipment  | DC | Alberto Gomez         | 202-889-5050 | <a href="mailto:ALBERTO.GOMEZ@PRINCECONSTRUCTION.COM">ALBERTO.GOMEZ@PRINCECONSTRUCTION.COM</a> |
| 135  | Quality Building Supplies for Industry                | Structural Steel, Roofing Materials                                      | OH | Edward Haynes         | 419-832-2202 | <a href="mailto:QUALITYBLDGINC@AOL.COM">QUALITYBLDGINC@AOL.COM</a>                             |
| 136  | Quantum Dynamics, Inc                                 | General Contract, Design, Engineering                                    | VA | Audrey Price          | 703-356-5240 | <a href="mailto:APRICE@QDYNCORP.COM">APRICE@QDYNCORP.COM</a>                                   |
| 137  | RDB Trucking  | Trucking and Hauling   | VA | Rene Balcazar         | 703-498-1046 | <a href="mailto:RDB@AOL.COM">RDB@AOL.COM</a>   |
| 138  | RE8 Trucking, LLC.                                    | Trucking and Hauling   | VA | Jose Romero           | 571-220-5308 |  |
| 139  | RECON2, LLC   | Office Furniture   | VA | Sam Reid              | 703-459-6475 | <a href="mailto:RECON2@COX.NET">RECON2@COX.NET</a>   |
| 140  | Roadside, Inc.  | Mowing Services  | VA | Bonnie Dean           | 757-898-6151 | <a href="mailto:ROADSIDE2@COX.NET">ROADSIDE2@COX.NET</a>                                       |
| 141  | Rodo, Inc dba Mickey and Garfield Trucking            | Trucking and Hauling   | VA | Sarah Smith           | 703-486-1565 | <a href="mailto:SMAES746@YAHOO.COM">SMAES746@YAHOO.COM</a>                                     |
| 142  | Rojas Larco Trucking Inc.                             | Trucking and Hauling   | VA | Janet Rojas           | 703-675-1787 | <a href="mailto:RLTINC@COMCAST.NET">RLTINC@COMCAST.NET</a>                                     |
| 143  | Rosales Construction, LLC                             | Trucking and Hauling   | VA | Jose Rosales          | 703-843-5444 | <a href="mailto:GALADJ2004@HOTMAIL.COM">GALADJ2004@HOTMAIL.COM</a>                             |
| 144  | RTR Technologies, Inc.                                | Heating Products and Systems   | MA | Rosalie Berger        | 413-298-0025 | <a href="mailto:R.BERGER@RTRTECHNOLOGIES.COM">R.BERGER@RTRTECHNOLOGIES.COM</a>                 |
| 145  | Sabra Wang & Associates Inc                           | Civil/Structures/Traffic Engineering Consultants                         | MD | David Wang            | 410-737-6564 | <a href="mailto:DWANG@SABRA-WANG.COM">DWANG@SABRA-WANG.COM</a>                                 |
| *146 | San Jeronimo, LLC                                     | Trucking and Hauling   | VA | Veronica Abaunza      | 703-655-4471 | <a href="mailto:EABAUNZA@HOTMAIL.COM">EABAUNZA@HOTMAIL.COM</a>                                 |
| 147  | Santos R. Bonilla dba RB Trucking                     | Trucking and Hauling   | VA | Santos Bonilla        | 703-999-4914 | <a href="mailto:SANTOSBONILLA@RBTRUCKING.COM">SANTOSBONILLA@RBTRUCKING.COM</a>                 |
| 148  | SAS Electrical Service, Inc.                          | Electrical Services  | VA | Shirley Stewart       | 703-464-0033 | <a href="mailto:SHIRLEY.STEWART@VERIZON.NET">SHIRLEY.STEWART@VERIZON.NET</a>                   |

|     | DBE Firm                               | Work Description  | ST | Point of Contact           | Phone #      | Email  |
|-----|--|---|----|----------------------------|--------------|--|
| 149 | SF Trucking Company                    | Trucking and Hauling                                    | VA | Soheil Yazbi               | 703-250-2582 |  |
| 150 | Shark Trucking, LLC                    | Trucking and Hauling                                    | VA | Hector Calderon            | 703-496-6844 | <a href="mailto:SHARKTRUCKING@GMAIL.COM">SHARKTRUCKING@GMAIL.COM</a>               |
| 151 | Shayan Trucking                        | Trucking and Hauling                                    | VA | Sharahrouz Sharifaie-Arabi | 703-843-4259 | <a href="mailto:SHAHR1963@YAHOO.COM">SHAHR1963@YAHOO.COM</a>                       |
| 152 | Shej Incorporation                     | Trucking and Hauling                                    | VA | Jagtar Singh               | 571-274-9493 |  |
| 153 | Sheladia Associates                    | Staff Augmentation                                      | MD | Manish Kothari             | 301-590-3939 | <a href="mailto:ABAKSHI@SHELADIA.COM">ABAKSHI@SHELADIA.COM</a>                     |
| 154 | Sidhu & Associates                     | M/E/P AND IT Engineering Services                       | MD | Devindar Sidhu             | 410-329-1115 | <a href="mailto:SIDHU@SIDHUAI.COM">SIDHU@SIDHUAI.COM</a>                           |
| 155 | Simple Hauling                         | Trucking and Hauling                                    | VA | Orlando Orellana           | 571-258-7993 | <a href="mailto:OORELLANA2008@HOTMAIL.COM">OORELLANA2008@HOTMAIL.COM</a>           |
| 156 | Swanson Services, LLC.                 | Security Guard Services                                 | VA | Wayman Swanson             | 804-641-2610 | <a href="mailto:WMS@WAYMANSWANSON.COM">WMS@WAYMANSWANSON.COM</a>                   |
| 157 | Tavares Concrete                       | Highway, Street and Bridge Construction/Concrete Paving | VA | Armando Tavares            | 703-550-7377 | <a href="mailto:ATAVARES@TAVARESCONCRETE.COM">ATAVARES@TAVARESCONCRETE.COM</a>     |
| 158 | The Matthews Group, Inc.               | Grading And Site Preparation                            | VA | Rusty Cook                 | 800-610-9005 | <a href="mailto:TMATTHEWS@TMGWORLD.NET">TMATTHEWS@TMGWORLD.NET</a>                 |
| 159 | Tidewater, Inc.                        | Engineering Consultants                                 | MD | H. Prasad Dissanyake       | 410-997-4458 | <a href="mailto:PRASAD@TIDEH2O.NET">PRASAD@TIDEH2O.NET</a>                         |
| 160 | TK Services, Inc.                      | Heating and Plumbing Contractors                        | VA | Margaret Kennedy           | 703-778-3319 | <a href="mailto:MKENNEDY@TKSERVICESINC.COM">MKENNEDY@TKSERVICESINC.COM</a>         |
| 161 | Tobar Construction                     | Poured Concrete Foundation and Structure                | MD | Emilio Calderon            | 301-595-2042 | <a href="mailto:CONCRETE@TOBARCONSTRUCTION.COM">CONCRETE@TOBARCONSTRUCTION.COM</a> |
| 162 | Torres Trucking                        | Trucking and Hauling                                    | VA | Bernardo Torres            | 703-987-1460 | <a href="mailto:TORRESTRUCKINGVA@GMAIL.COM">TORRESTRUCKINGVA@GMAIL.COM</a>         |
| 163 | TRS Consultants                        | Payroll Services  | CA | Ranjit Chakravorti         | 925-275-9870 | <a href="mailto:RANJIT@TRSCONCULTANTS.COM">RANJIT@TRSCONCULTANTS.COM</a>           |
| 164 | U Can Trust Pest & Termite Service     | Pest Control  | VA | Lenwood Harris             | 703-549-5828 | <a href="mailto:UCT_LENNY@VERIZON.NET">UCT_LENNY@VERIZON.NET</a>                   |
| 165 | Universal Adaptive Consulting Services | Computer Services                                       | VA | Colleen Payne              | 804-288-8270 | <a href="mailto:COLLEEN@UACSI.COM">COLLEEN@UACSI.COM</a>                           |
| 166 | U.S International Marketing, Inc.      | Computer Services                                       | VA | Sonal Dharia               | 703-222-0894 | <a href="mailto:SONAL@USIMKT.COM">SONAL@USIMKT.COM</a>                             |
| 167 | Valley Business Forms                  | DTP Orientation and Outreach Handouts                   | VA | Marcia Wills               | 540-967-3962 | <a href="mailto:VAFORMSLADY@AOL.COM">VAFORMSLADY@AOL.COM</a>                       |
| 168 | Valley Green Landscaping               | Landscaping   | VA | Cheryl Sheppard            | 703-820-5030 | <a href="mailto:VALLEYGREENLANDSCAPING@COX.NET">VALLEYGREENLANDSCAPING@COX.NET</a> |
| 169 | Veteran Steel Solutions                | Reinforced Steel, Welding                               | VA | Yaw Acheampong             | 301-503-9090 | <a href="mailto:ACHEAMPONG@VET-STEELPROD.COM">ACHEAMPONG@VET-STEELPROD.COM</a>     |
| 170 | Vigil Contracting, Inc.                | General Contractor                                      | MD | JJ Vigil                   | 410-451-9510 | <a href="mailto:JJ@VIGILBUSINESS.COM">JJ@VIGILBUSINESS.COM</a>                     |
| 171 | Villanueva Trucking, Inc               | Trucking and Hauling                                    | VA | Jose Villanueva            | 571-437-1222 |  |
| 172 | Wilfredo's Trucking, Inc               | Trucking and Hauling                                    | VA | Wilfredo Perez             | 703-357-6474 | <a href="mailto:WILFREDOSTRUCKING@YAHOO.COM">WILFREDOSTRUCKING@YAHOO.COM</a>       |
| 173 | Wings Enterprises, Inc.                | Reinforced Steel Supply and Installation                | DC | Jean Wanner                | 202-636-0047 | <a href="mailto:WINGSENTPR@AOL.COM">WINGSENTPR@AOL.COM</a>                         |
| 174 | WD Trucking, LLC.                      | Trucking and Hauling                                    | VA | Bill Washington            | 540-903-6776 | <a href="mailto:WASHINGTON1216@AOL.COM">WASHINGTON1216@AOL.COM</a>                 |
| 175 | WRM Trucking                           | Trucking and Hauling                                    | VA | Walter Maldonado           | 571-291-1523 | <a href="mailto:WRM1TRUCKING@GMAIL.COM">WRM1TRUCKING@GMAIL.COM</a>                 |
| 176 | Wunna Contracting, Inc.                | Concrete Installation Services                          | VA | Nyein Min                  | 703-303-6142 | <a href="mailto:NMIN@WUNNAContracting.COM">NMIN@WUNNAContracting.COM</a>           |

\* New Additions

## Frequently Asked Questions

- Q:** How can I do business on the Dulles Corridor Metrorail Project (DCMP) and with Dulles Transit Partners (DTP)?
- A:** [Visit our website](#) and review the bid opportunities section. This list is updated every two weeks with upcoming packages and deadlines.
- Q:** Where can I find the prequalification questionnaire?
- A:** All prequalification questionnaires, once released, are posted on [the DTP website](#). If a prequalification questionnaire is required, all firms interested in bidding on the work package must complete the questionnaire and be approved prior to being added on to the bidders' list of potential prime contractors.
- Q:** I'm a DBE firm and am interested in working on the Dulles Corridor Metrorail Project. What do I do?
- A:** All of the major subcontracts and purchase orders have DBE goals attached to them. Check the DTP website often for bid opportunities and stay updated with our weekly Procurement Alert which will list important dates and DBE goals for all upcoming packages. (If you are not receiving the Procurement Alert, [e-mail us](#) to be added to the distribution list.)
- Q:** My firm did not pass the prequalification phase or is not large enough to bid as a prime contractor on the upcoming DTP packages. What should I do?
- A:** An option for firms seeking sub-tier opportunities is to review the bidders' lists for all upcoming work packages once the Requests for Proposals (RFP) have been released. In addition, DTP also [posts the list of potential prime contractors that have received the prequalification questionnaire](#). Click on "Bidders' List" to obtain contact information of the bidding prime contractors.
- Q:** What is the DBE Subcontractor/Vendor Reference Guide posted on the DTP website and how can my business be added?
- A:** The DBE Subcontractor/Vendor Reference Guide provides those organizations currently doing business – or those proposing to do business – with DTP with a comprehensive list of available DBE firms as a reference guide. This reference guide is composed of firms that are currently, or have been in the past, under contract with DTP directly and/or DTP's prime subcontractors. The list also includes all DBE firms that have been contacted by the DBE team during the sourcing process and included on the bidders' lists. If your firm is a DBE in Virginia, the District of Columbia, or Maryland, and you wish to be added, e-mail your company's capabilities statement and contact information to [dbe.program@DullesTransitPartners.com](mailto:dbe.program@DullesTransitPartners.com).
- Q:** I am a minority business and LDBE and LSDBE certified. Does that count?
- A:** To be considered a DBE-Disadvantaged Business Enterprise as it applies to the DCMP, you must be certified as a DBE in the Commonwealth of Virginia by either the Metropolitan Washington Airports Authority (MWAA) or the Virginia Department of Minority Business Enterprise (DMBE). [E-mail us](#) to find out more information.
- Q:** I have a CBE/WBE/MBE/HUB Zone/8(a) and/or Veteran-Owned certification. Does that count?
- A:** While DTP recognizes the value of the above certifications, they are not applicable to the project DBE goal. To be considered a DBE as it applies to the DCMP, you must be certified as a DBE in the Commonwealth of Virginia by either the Metropolitan Washington Airports Authority (MWAA) or the Virginia Department of Minority Business Enterprise (DMBE). If your firm is not located in Virginia, you must obtain DBE certification from your home state before applying in Virginia. [E-mail us](#) for more information.

Questions or comments, please write to [dbe.program@DullesTransitPartners.com](mailto:dbe.program@DullesTransitPartners.com).

## Related Links



[Counselors to America's Small Business](#) - Small business advice and workshops

[District of Columbia Commercial Revitalization Center](#) - Technical and funding assistance for small businesses

[District of Columbia Small Business Development Center](#) - District of Columbia small business information site

[Federal Business Opportunities](#) - Federal Agencies Procurement and subcontracting opportunities

[Maryland Procurement Technical Assistance Program](#) - Technical and funding assistance for small businesses

[Maryland Small Business Development Center](#) - Maryland small business information

[Ready Business](#) - Emergencies and small business continuity planning

[U.S. Department of Transportation](#) - Small business and Disadvantaged Business resources

[U.S. Small Business Administration \(SBA\)](#) - Small business financial assistance

[U.S. Small Business Administration \(SBA\)](#) - Small business resource

[Virginia Department of Business Assistance](#) - Virginia small business information

[Virginia Department of Minority Enterprise](#) - Business certification and procurement opportunities

