



MDOT
MARYLAND DEPARTMENT
OF TRANSPORTATION

MARYLAND TRANSIT
ADMINISTRATION

Business Opportunities

Minilla Malhotra

Deputy Administrator & Chief Administrative Officer

Ruth General

Manager, M/DBE Compliance

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MBE and DBE Contracting Overview

- Currently, MTA has over 400 active contracts, with a total award value of **\$6.7 billion**
- Minority Business Enterprises (MBE) state goal for FY 25 is **29%**.
- Disadvantaged Business Enterprises (DBE) goal for FY23-25 is **30%**
 - Most recent reporting period, DBEs represented **39.41%** of contracts awarded
- All solicitations are reviewed by MTA's Procurement Review Group (PRG) to evaluate and determine the MBE/DBE goals based on market analysis



Moore, top officials urge expanding contracts for state's minority businesses

By Bryan P. Sears // January 25, 2023

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Governor Moore Signs Executive Order to Strengthen Government Accountability for Maryland's Minority Business Enterprise Program

Published: 2/16/2023

DBE and MBE Programs

- MTA has long been committed to **fostering economic growth** through programs that uplift minority and disadvantaged firms.
- LRMP aims to enhance the state's public transportation system and to **ensure that minority/disadvantaged-owned, and small businesses have a fair chance to thrive** in the process.
- Funding for the program is sourced from **both state and federal budgets**, with a significant portion allocated to DBE participation.



Doing Business with MTA

The Maryland Department of Transportation's (MDOT) Office of Minority Business Enterprise (OMBE) is Maryland's official certification agency for the MBE and DBE Programs.

CERTIFICATION

- Firms must be MBE and/or DBE certified.
- Firms must be certified for the NAICS (North American Industry Classification System) under the work to be performed.
- Certification must be current.
- Must be in good stand with the Maryland Department of Assessments and Taxation (DAT).



Working with MTA

- The state regularly publishes procurement opportunities related to the LRMP on its official websites and databases.
- DBEs are encouraged to **monitor these platforms to identify and bid on contracts** aligned with their expertise.
- Through strategic planning, effective partnerships, and robust support systems, MTA is paving the way for a brighter, more equitable future where **DBEs play a central role in shaping the state's transportation landscape.**



Resources: MBE – DBE – SBR – SBE

- Trainings, MBE and DBE certification applications, directory, and technical support at:
 - <https://mbe.mdot.Maryland.gov>
- Register as a Small Business Enterprise (SBE) vendor with the **Federal** Government and/or include this federal information when registering as a Small Business with the State of Maryland:
 - <https://www.sba.gov/business-guide/launch-your-business/register-your-business>
- Register as a Small Business Reserve (SBR) vendor with the **State** of Maryland:
 - <https://procurement.maryland.gov/business-community/>
- Register on eMaryland Marketplace Advantage at:
 - <https://procurement.maryland.gov/business-community/>

Advice for You

Because we want you to do business with us!

- Register on eMaryland Marketplace *Advantage* at <https://procurement.maryland.gov/business-community/>
- Be sure to include the most appropriate contact person and always keep contact info current
- Register and keep current, ALL the Commodity / NAICS Codes for which you are certified and capable of performing
 - ❑ Register as a Small Business Reserve vendor with the State of Maryland: <https://procurement.maryland.gov/business-community/>
 - ❑ Register as a Small Business Enterprise vendor with the Federal Government and/or include this federal information when registering as a Small Business with the State of Maryland: <https://www.sba.gov/business-guide/launch-your-business/register-your-business>
 - ❑ **Get certified as an MBE vendor with the State of Maryland and as a DBE vendor with the Federal Government:** [Minority Business Enterprise Contact Information - MDOT](#)
 - ❑ Be sure to stay in compliance with the regulations and maintain an Active Status / Good Standing with the Maryland State Department of Assessments and Taxation: dat.maryland.gov

DBE Participation by Program 'Tranche'

No DBE Goal set by MTA

- Tranche 1: Replacing 52 Vehicles with modern Low Floor LRVs
 - Transit Vehicle Manufacture (TVM) works directly with FTA

DBE Goals Tailored by Contract

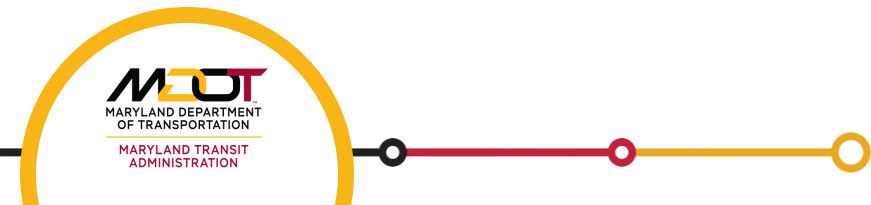
- Tranche 1: Upgrading Signaling System
- Tranche 2: Upgrading 33 Stations to include Level boarding
- Tranche 3: Modernizing Cromwell MSF
- Tranche 4: Traction Power Station Upgrades
 - Already advertised with a 5.41% goal
- Tranche 5: Modernizing North Avenue MSF

All tranches will be federally funded and will **follow applicable federal DBE guidance.**

LRMP Industry Classifications

DBEs can contribute to the program across several industries and sectors, including, but not limited to:

- Construction and Engineering
- Technology and Signaling Systems
- Environmental Services
- Supplier and Vendor Opportunities
- Professional Services



Labor Agreements: Governor's Executive Order

- Authorizing Project Labor Agreements for Large-Scale Public Work Contracts and Promoting Apprenticeship Agreements and Community Hiring
- Requires state agencies to consider including a PLA on a large-scale public works contract
- If it is determined that the project should have a PLA, the Executive Order specifies certain provisions that must be included in the PLA

MDOT is committed to abiding by this Executive Order, including for the Light Rail Modernization Program

Labor Agreements: LRMP

- Tranche 1: Replacing 52 Vehicles with modern Low Floor LRVs and Upgrading Signaling System
 - No Project Labor Agreement requirement expected
- Tranche 2: Upgrading 33 Stations to include Level boarding
 - Project Labor Agreement possible, feasibility study underway
- Tranche 3: Modernizing Cromwell MSF
 - Project Labor Agreement likely, feasibility study underway
- Tranche 4: Traction Power Station Upgrades
 - No Project Labor Agreement required

Tranche RFPs will detail all labor requirements.

Next Steps

- MTA is committed to delivering LRMP in partnership with industry and other stakeholders
- What to do next if you are interested in pursuing LRMP work?
 - Validate readiness to work with MTA (Maryland registration active, etc.)
 - Complete today's registration to ensure you are on MTA's contact lists for desired tranches or contact lightrailmodernization@mta.maryland.gov
 - Team up! MTA will share today's event attendance
 - MTA is not inviting informational presentations at this time as the solicitations are imminent



THANK YOU