

2024

BUSINESS OPPORTUNITIES

**2024 Governor's Minority & Small
Business Outreach Summit
November 19, 2024**



Maryland Transit Administration Office of Procurement

Business Opportunities – December 2024

Providing safe, efficient, and reliable transit across Maryland
with world-class customer service.

The Maryland Department of Transportation is a
customer-driven leader that delivers safe, sustainable,
intelligent, and exceptional transportation solutions in
order to connect our customers to life's opportunities.



Maryland Transit Administration



6

Service Modes

Core Bus, Light Rail, Metro, Mobility, MARC, and Commuter Bus



Core Bus

Serves Baltimore region with over 60 routes; largest mode by ridership; network redesign launched in 2017; 10th largest bus system in United States

15th

Largest Transit System

Out of all transit agencies in the United States by total ridership in 2022



Light Rail

33 stations from Hunt Valley to Cromwell and BWI Airport; 57 miles of track; mid-life overhaul of vehicles underway

~3,400

Employees

1,500 operators, 700 mechanics, 80% union



Metro

Heavy rail service with 14 stations from Owings Mills to Johns Hopkins Hospital; fleet replacement underway

\$12.6B

In Total Asset Value

Includes assets for which MTA has direct capital responsibility



Mobility

Paratransit service for individuals with disabilities who are unable to use the MTA fixed route system; service is contracted

~\$1B

Operating Budget

For FY24, includes contracted service, salaries & benefits, LOTS



MARC

Commuter rail service with 3 lines; 42 stations in MD, WV, and DC; service is contracted

~\$4.5B

Capital Budget

For FY24-29, major projects include vehicle overhauls & replacements, transit facilities



Commuter Bus

Peak-period limited-stop bus service; 4th largest system in United States; service is contracted

Services & Maintenance

- MRC-24-016-MT – PA-LED Systems Maintenance and On-Call Repairs
MBE Goal: TBD
Procurement Officer: Sharon Curtis
- OPS-25-002-SR-A-C – Commuter Bus Routes
5% MBE Goal
Procurement Officer: Sharon Curtis
- AGY-24-034-SR- Third-Party Administrator Services for Transit Liability Claims
17% MBE Goal | 1% VSBE
Procurement Officer: Tammy Russell
- LR-24-048-MT – Light Rail Building Maintenance
15% MBE Goal
Procurement Officer: Cassandra Gilbert
- AGY-25-015-MT Metro and Light Rail Maintenance of Way & Incident Response
15% MBE Goal
Procurement Officer: Heather Martin

Construction

- T-1217-0350 – MARC New Storage Tracks Martin Maintenance Yard
MBE Goal: 28.6%
Procurement Officer: Ebony Riddick
- T-1522-0150 – Light Rail Catenary Surge Protection Device Replacement
MBE Goal: 20%
Procurement Officer: Bekele Hemacho
- T-1559-0250- Electrical Equipment Upgrades for Arc Flash
MBE Goal: 25%
Procurement Officer: Ebony Riddick
- T-2407-0150 – Agency Corrosion Control
MBE Goal: 15%
Procurement Officer: Ebony Riddick
- T-1994-0250- Owings Mills Metro Park N Ride Rehabilitation
MBE Goal: 11%
Procurement Officer: Christie Williams
- T-2024-0450 -Fast Forward Bus Stop ADA Compliance City West
33% MBE Goal
Procurement Officer: Christie Williams
- T-2174-0150 Replacement Modernization of Elevators
MBE Goal: 14.39%
Procurement Officer: Christie Williams

Upcoming Solicitations

Services/Maintenance

- Metro Standpipe
- Repair and Maintenance of MTA Bus Tires
- Fuel Tax Recovery
- Testing, Servicing and Certifying Fire Extinguishers
- Radio Shop Staffing (TORFP)
- MARC Penn Line HVAC Preventative Maintenance & On-Call Services
- Integrated Parts Manual

A&E

- Project Controls Services for Schedule and Claims Review
- Communications and Security Engineering Services

Purchasing

- Bus Parts (Diesel, Hybrid, and Battery type buses)
- Light Rail Train parts
- Heavy Rail Train parts

Purchasing Division

- The MTA has a continuous need for a wide variety of materials and services
- Purchases are made in a variety ways via various methods including spot buys, short term contracts, long term (five years) Blanket Purchase Orders, firm fixed price, indefinite quantity, etc.
- Bids may be directly solicited from vendors for procurements up to \$15,000
- Not only does MTA purchase specialized, transit specific, parts for buses and rail cars, the agency purchases many general Maintenance, Repair & Operations (MRO) items including parts, small tools, supplies, consumables, uniforms, etc.

Advice for You, because we Want You to do Business with Us

MTA is Open for Business !

- Register on eMaryland Marketplace *Advantage* at <https://procurement.maryland.gov/business-community/>
 - Be sure to include the most appropriate contact person and always keep the contact information current
 - Register and keep current, ALL the Commodity / NIGP Codes for which you are certified and capable of performing
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- 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 a Minority Business Enterprise (MBE) vendor with the State of Maryland and as a Disadvantaged Business Enterprise (DBE) vendor with the Federal Government** <https://gomdsmallbiz.maryland.gov/Pages/mbe-certification.aspx>

 - 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

MBE/SBR/VSBE Liaisons



MBE/DBE LIAISON

Ruth General, CMCM
Manager, M/DBE Compliance
rgeneral@mdot.maryland.gov
443-202-1758

VSBE/SBR/SBE LIAISON

Heather C. Martin
Contracts Division Manager
hmartin@mdot.maryland.gov
410-767-3835

Office of Procurement Contracts Division

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<u>Sharon Curtis</u>	Procurement Officer	410-856-4827	<u>scurtis@mdot.Maryland.gov</u>
<u>Cassandra Gilbert</u>	Procurement Officer	410-767-3576	<u>cgilbert@mdot.Maryland.gov</u>
<u>Ebony Reddick</u>	Procurement Officer	410-767-3591	<u>eriddick@mdot.Maryland.gov</u>
<u>Florence Richie</u>	PRG Coordinator	410-767-3763	<u>frichie1@mdot.Maryland.gov</u>

6 Saint Paul Street, Baltimore, MD 21202

Office of Procurement
Purchasing Division

Staff List

<u>Glenn Kraus</u>	<u>Manager, Purchasing</u>	<u>410-454-7902</u>	<u>GKraus@mdot.maryland.gov</u>
<u>Rick Glassband</u>	<u>Asst. Manager, Purchasing</u>	<u>410-454-7884</u>	<u>RGlassband@mdot.maryland.gov</u>
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1331 South Monroe Street Baltimore, MD 21230



Upcoming Projects are always advertised on eMMA

Look to eMaryland Marketplace Advantage for Further Details

"Discover more about doing business with Maryland!"

[HTTPS://PROCUREMENT.MARYLAND.GOV/](https://procurement.maryland.gov/)

A snapshot of upcoming MTA solicitations can be found on the MTA website, under Business with Office of Procurement <https://www.mta.maryland.gov/solicitations>