



How to do Business With Metro
Tara Walker, Senior Manager of Vendor Diversity and
Inclusion



About Cincinnati Metro

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- Metro is a fixed-route bus service in Hamilton County with commuter routes from Clermont, Butler and Warren counties into Cincinnati.
- Metro had approximately \$60M in local projects in 2024
- We are currently in receipt of more than \$200M in Federal grant awards for multiple projects, including transit centers and Bus Rapid Transit.
- A lot of opportunities for small businesses!





A look at our numbers

A Look At Our Numbers

FY2019	FY2020	FY2021	FY2022	FY2023	FY2024
\$72,000	\$626,517	\$902,745	\$4.3M	\$8.6M	\$8.7M
4 XBE Contracts	13 XBE Contracts	30 XBE Contracts	40 XBE Contracts	70 XBE Contracts	72 XBE Contracts
Average \$18,000/Contract	Average \$48,1984/Contract	Average \$30,092/Contract	Average \$107,500/Contract	Average \$200,000/Contract	Average \$120,833/Contract

- In 2024 spent \$8.7 million with small businesses
- In 2019 we spent \$72,000
- Over 11,000% increase since 2019
- As spend increases, so does number of contracts and average contract amount.
- A \$36 million contract for BRT design was just awarded where \$4.6 million of the contract was subcontracted to DBEs.
- We have spent more than \$23 million with XBEs since 2019!



Metro's Supplier Diversity Program

Supplier Diversity Program

- It is Cincinnati Metro's policy that disadvantaged businesses have an equal opportunity to participate in the performance of all contracts
- Two program types:
 - Disadvantaged Business Enterprise (DBE) program
 - Small and Disadvantaged Business Enterprise program
- Participation is encouraged on all contracts, regardless of funding.



Small and Disadvantaged Business Enterprise Program

- For locally funded projects only
- More flexible than federally funded projects
- Competitive procurement procedures still apply
- Participation encouraged through contract goals and extra points in proposal evaluations
- Wider variety of contracts – not just construction.
- So, what do we buy?



Locally Funded Procurements

- Security Cameras
- Promotional Items
- IT Equipment
- Construction
- Equipment Replacement
- Towing Services
- Strategic PR/Communications
- Janitorial Services and Supplies
- Fluids (motor oil, transmission fluid)
- Auditing Services
- Plumbing Services
- Public Relations Services
- Petroleum Products
- Electrical Services
- Event Planning Services
- Pest Control
- Software
- Office Supplies
- Office Furniture
- Bus Tires
- Landscaping Services
- Architectural and Engineering Services
- Catering Services
- Training Services
- Bus schedule printing services
- Legal Services
- Support vehicles (trucks, cars, SUVs)
- Construction management
- Temp agency services
- Tools
- Courier services
- Shredding Services
- Building supplies (paint, electrical supplies etc)



Disadvantaged Business Enterprise Program

Disadvantaged Business Enterprise Program

- The Department of Transportation created DBE program to ensure non-discrimination in the award of DOT-assisted contracts.
- As a condition of receiving DOT funds, Metro is required to administer a DBE program and create overall agency goal
- FTA requires recipients of DOT funding to submit an updated DBE goal every three (3) years.
- Current overall agency goal is 8.5% for 2024-2026.





Federally Funded Projects

Anticipated Federally Funded Projects 2025-2028

- 8 anticipated projects – over \$500 million total.
- Projects will be awarded over next 3-5 fiscal years
- Mostly construction related – Bus Rapid Transit, 3 Transit Centers – Walnut Hills, Uptown, North College Hill
- Industries include general contractors, multiple subcontracting disciplines (electrical, paving, steel etc.)
- Projects are in the planning phase
- Goals will be established on projects with subcontracting opportunities.

Metro Rapid

- 17 miles of dedicated bus lanes on Reading and Hamilton Ave.
- Construction related opportunities, concrete, electrical, paving etc.
- DBE goals will be set for subcontracting.
- Project estimated to be over \$300M.
- There will be millions of dollars worth of subcontracting opportunities.





Metro Software Portals

E-Procurement Software - OpenGov

- We use a Web-based electronic bidding system – OpenGov to procure items and services
- Users can access, respond and ask questions via the OpenGov portal
- Must register to bid and receive notifications and to have full access to solicitation documents
- To begin registration, visit www.go-metro.com and navigate to the “Doing Business” page or scan the QR code on the screen.
- You may access other entities procurements in addition to Metro
- Signing up is free and easy!





Metro Trainings and Events

Trainings and Events

- Metro offers quarterly trainings on topics such as cost estimating, proposal writing and bonding.
- Additionally, we have meet and greet events with Metro staff and resource partners.
- Ice cream social in September and Vendor Fair in December.
- We partner with community partners such as ODOT, City of Cincinnati, African American Chamber and the SBA to provide resources
- All events are free.





For more information, contact Tara Walker at twalker@go-metro.com
Thank You!