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CEO Roger Snoble addresses assembly of small business owners at Transportation Business Advisory Council (TBAC) "Meet the Buyer" event hosted by Metro's Diversity and Economic Opportunity Department. *Photos by Gayle Anderson*

Metro Gives Small Business the Big Picture

- Meet the Buyer: Contract opportunities abound as department heads encourage small business owners to do business with Metro.
- Next up: Diversity and Economic Opportunity will present "Meet the Primes" on Jan. 29.

By GAYLE ANDERSON

(Oct. 16, 2008) Some 200 small business owners and entrepreneurs packed the Metro Board Room, Sept. 11, to get down to business opportunities while Metro executives presented an impressive rundown of what it takes to operate and maintain the nation's second largest transportation system.

"Metro's budget for this fiscal year is over \$3 billion dollars, which includes opportunities for small businesses," said Linda Wright, DEO, Diversity and Economic Opportunity. "We want to make every effort to do business with

our local small business community and make it as easy as possible to work with us.”

Wright invited Metro executives – Strategic Business Unit chiefs and their staff - to review their contracting opportunities up close and personal. It’s a strategy that advances the department’s objective: Get small business all the information it needs in order to work effectively.

Procurement Chief Lonnie Mitchell had the master shopping list: facility improvements, bus system, replace microwave towers. “We’ve got warehouses, storerooms, materiel management, consumables. From information systems and services to cleaning products and storeroom supplies, Metro needs everything it takes to support operations and facilities,” he said.

“We’ve got 2,635 buses on the street every day,” noted Tim Lindholm, Facilities Operations, “and it takes 7,000 employees to run them.”

Meet the Buyer took a significant step towards advancing the department’s goal to increase the participation of local small business in Metro projects. Many of the attendees lined up to register online, where eligible businesses can register with the California Unified Certification Program and sign up to attend seminars that walk applicants through the contracting process.

A new event, “Meet the Primes,” is on the slate for Jan. 29, said Wright. “The mixer will facilitate small business networking with big business, which means more sub-contracting opportunities.”

On the Job: Strategic Business Unit Chiefs present contracting opportunities

- Lonnie Mitchell, Chief Administrative Services
- K.N. Murthy, Deputy Chief capital Management Officer
- Mike Cannell, Rail Operations General Manager
- Tim Lindholm, Director, Capital Projects facilities Operations
- Terry Matsumoto, Chief Financial Services Officer
- Carol Inge, Chief Planning Officer
- Kathy Knox, Director of Audit
- Matt Raymond, Chief Communication Officer
- Real Estate Services:
- Velma Marshall, Deputy Executive Officer
- Jim Pachen, Director of TAP Technology Systems
- Greg Angelo, Director of Real Property Mgmt. & Development
- Amy Richardson, Manager, DEOD