



Dear Small Business Owner,



Welcome to Metro Connect!

At Metro, we believe small businesses are essential to building and maintaining our fast-growing transportation network. Over the next 30 years, we're going to need an almost unimaginable range of products and services – architects, builders, contractors, engineers, communicators, truckers, printers, graphic artists, financial analysts, construction managers, commodities suppliers, media buyers and advertisers – and the list goes on. We want and need large and small businesses to help do the work taxpayers have entrusted us to do – build and operate a world-class transportation system in LA County.

That's where you come in. You've demonstrated through your can-do spirit that you're up to the job – and that's exciting to us. We're committed to helping you win business with Metro and we're committed to being your champions. To that end, we've reorganized our small business programs under one umbrella, called "Metro Connect," and engaged everyone at Metro in the effort to help you grow with us.

As we begin working more closely together, I hope you will come to know Metro Connect as our renewed commitment to the growth and success of small businesses. Our aim is to increase opportunities for you by providing greater access and transparency, a level playing field, a more streamlined procurement process and improved communications.

This Metro Connect Small Business Toolkit is one of the ways we hope to contribute to your success. It's designed to help you do business with Metro more effectively. I encourage you to become familiar with the many resources, worksheets, and information contained in it. And don't forget to keep coming back, because the Toolkit will be updated regularly.

I also encourage you to take advantage of the numerous Metro Connect events throughout the year – "How to do Business with Metro," "Meet the Primes," "Meet the Buyers," "Meet the Project Managers," "Salute to Small Business," and matchmaking events held in local communities.

Finally, if you are not already certified, I encourage you to get certified so you can take advantage of future contracting opportunities without delay.

With so many opportunities ahead, the future is bright. Please join us as we seek to improve our region's mobility and prosperity.

Miguel Cabral
Executive Officer
Diversity and Economic Opportunity Department