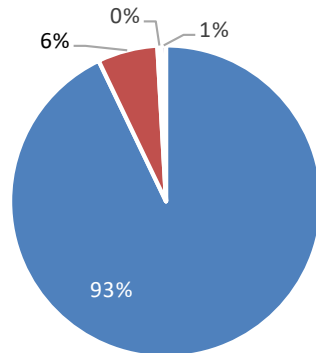


# Metropolitan Council

## Procurement Summary Information - First Quarter, 2020

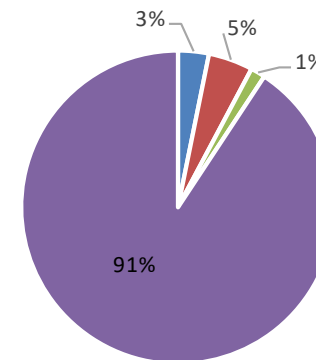
| Dollar Amount Range    | Number of Procurements |               | Percent Value \$ | Total Value          |                      |
|------------------------|------------------------|---------------|------------------|----------------------|----------------------|
|                        | First Quarter          | YTD           | First Quarter    | First Quarter        | YTD                  |
| \$0 - \$5,000          | 11,515                 | 11,515        | 3.7%             | \$8,131,077          | \$8,131,077          |
| \$5,001 - \$50,000     | 772                    | 772           | 4.5%             | \$11,727,897         | \$11,727,897         |
| \$50,001 - \$100,000   | 53                     | 53            | 1.4%             | \$3,859,502          | \$3,859,502          |
| 100,001 - \$250,000    | 23                     | 23            | 1.3%             | \$3,526,997          | \$3,526,997          |
| \$250,001 - \$500,000  | 19                     | 19            | 2.7%             | \$7,068,286          | \$7,068,286          |
| Greater Than \$500,000 | 15                     | 15            | 86.4%            | \$221,110,656        | \$221,110,656        |
| <b>Grand Total</b>     | <b>12,397</b>          | <b>12,397</b> | <b>100.000%</b>  | <b>\$255,424,415</b> | <b>\$255,424,415</b> |

Procurements by # of Transactions Q1-2020



■ \$0-5,000 ■ \$5,000-50,000 ■ \$50,000-100,000 ■ \$100,000 +

Procurements by Contract \$ Value Q1-2020



■ \$0-5,000 ■ \$5,000-50,000 ■ \$50,000-100,000 ■ \$100,000 +

## Details of Procurement Valued Between \$100,000 and \$250,000

### Award Based on Formal Invitation for Bid

| # | Contractor                            | Amount    | Division | Description                             | Solicitation Method | Contractor Location | Contract Number | DBE/MCUB Goal | DBE/MCUB Commitment |
|---|---------------------------------------|-----------|----------|---|---------------------|---------------------|-----------------|---------------|---------------------|
| 1 | C.O.D. Services LLC                   | \$108,420 | ES       | Courier Services for Laboratory Samples | Bid                 | Eden Prairie        | 19P084A         | None          | 100%                |
| 2 | Jamaica Bearings Co Inc               | \$120,028 | MT       | LRV Parts                               | Bid                 | New Hyde Park, NY   | 19P233A         | None          | None                |
| 3 | Gillig Corp                           | \$129,525 | MT       | Goods                                   | Bid                 | Livermore, CA       | 19P358          | None          | None                |
| 4 | Restoration Construction Services LLC | \$148,890 | MT       | Major Construction                      | Bid                 | Clear Lake          | 19P302          | None          | 100%                |
| 5 | Derau Construction                    | \$149,500 | MT       | Construction Services                   | Bid                 | Burnsville          | 19P255          | 10%           | 70%                 |

## Details of Procurement Valued Between \$250,001 and \$500,000

### Award Based on Formal Invitation for Bid

| # | Contractor                      | Amount    | Division | Description               | Solicitation Method | Contractor Location | Contract Number | DBE/MCUB Goal | DBE/MCUB Commitment |
|---|---------------------------------|-----------|----------|---------------------------|---------------------|---------------------|-----------------|---------------|---------------------|
| 1 | Atlantic Track                  | \$313,152 | MT       | Goods                     | Bid                 | Wheaton, IL         | 19P369          | None          | None                |
| 2 | Modem Express                   | \$335,870 | MTS      | Goods                     | Bid                 | Monticello          | 19P329          | None          | None                |
| 3 | L&S Electric Inc                | \$450,000 | ES       | Non-Construction Services | Bid                 | Minneapolis         | 19P076A         | None          | None                |
| 4 | Grounds Maintenance Service Inc | \$450,000 | ES       | Non-Construction Services | Bid                 | Osseo               | 19P270          | None          | None                |
| 5 | Grounds Maintenance Service Inc | \$450,000 | ES       | Non-Construction Services | Bid                 | Osseo               | 19P290          | None          | None                |

## Details of Procurement Valued Between \$100,001 and \$250,000

### Award Based on Request for Proposal

| # | Contractor                        | Amount    | Division | Description                        | Solicitation Method | Contractor Location | Contract Number | DBE/MCUB Goal | DBE/MCUB Commitment |
|---|-----------------------------------|-----------|----------|------------------------------------|---------------------|---------------------|-----------------|---------------|---------------------|
| 1 | Lake State Realty Svc Inc         | \$120,000 | MT       | Appraisal Services                 | Proposal            | White Bear Lake     | 19P256C         | None          | 100%                |
| 2 | Click and Go Way Finding Maps LLC | \$127,500 | MT       | Non-Construction Services          | Proposal            | St. Paul            | 19P106          | None          | None                |
| 3 | WSP USA                           | \$133,619 | MT       | Professional Technical Services    | Proposal            | Minneapolis         | 19P342          | None          | None                |
| 4 | Wilder Foundation                 | \$193,544 | CD       | 2020 Park and Trail Visitors Study | Proposal            | St. Paul            | 19P136A         | None          | None                |
| 5 | Patchin Messner Dodd & Brumm      | \$200,000 | MT       | Appraisal Services                 | Proposal            | Burnsville          | 19P256A         | None          | None                |
| 6 | Integra Realty Resources          | \$200,000 | MT       | Appraisal Services                 | Proposal            | Bloomington         | 19P256B         | None          | None                |
| 7 | Alliant Engineering Inc           | \$220,662 | MT       | Professional Technical Services    | Proposal            | Minneapolis         | 19P174          | 15%           | 30%                 |

## Details of Procurement Valued Between \$250,001 and \$500,000

### Award Based on Request for Proposal

| # | Contractor            | Amount    | Division | Description                     | Solicitation Method | Contractor Location | Contract Number | DBE/<br>MCUB<br>Goal | DBE/<br>MCUB<br>Commitment |
|---|-----------------------|-----------|----------|---------------------------------|---------------------|---------------------|-----------------|----------------------|----------------------------|
| 1 | SRF Consulting Group  | \$256,175 | MTS      | Non-Construction Services       | Proposal            | Minneapolis         | 19P266          | 6%                   | 0%                         |
| 2 | SRF Consulting Group  | \$346,979 | RA       | Professional Technical Services | Proposal            | Minneapolis         | 19P331          | None                 | None                       |
| 3 | Civic Initiatives LLC | \$395,980 | RA       | Professional Technical Services | Proposal            | Austin, TX          | 19P178          | None                 | None                       |
| 4 | Sand Creek Group Ltd  | \$400,000 | RA       | Professional Technical Services | Proposal            | Stillwater          | 19P024          | None                 | None                       |

## Details of Procurement Valued Between \$100,000 and \$250,000

### Award Based on Other Processes

| # | Contractor                          | Amount    | Div | Description                     | Solicitation Method | Contractor Location | Contract Number | MCUB/DBE Goal | MCUB/DBE Commitment |
|---|-------------------------------------|-----------|-----|---------------------------------|---------------------|---------------------|-----------------|---------------|---------------------|
| 1 | Enfotech                            | \$103,010 | ES  | Professional Technical Services | Sole Source         | Brunswick, NJ       | 19M156          | None          | None                |
| 2 | Walker Process Equipment            | \$105,850 | ES  | Goods                           | Sole Source         | Aurora, IL          | 20P008          | None          | None                |
| 3 | Gideon Taylor Consulting Llc        | \$115,982 | RA  | Professional Technical Services | Sole Source         | Pleasant Grove, UT  | 19P129          | None          | None                |
| 4 | Ubisense America Llc                | \$117,376 | RA  | Software Maintenance & Support  | Sole Source         | Denver, CO          | 19P399          | None          | None                |
| 5 | Intl Transportation Learning Center | \$120,000 | MT  | Professional Technical Services | Sole Source         | Silver Spring, MD   | 19P325          | None          | None                |
| 6 | Act Traffic Solutions Inc           | \$120,000 | MT  | Software Support                | Sole Source         | Chanhassen          | 19P274          | None          | None                |
| 7 | Ranger Chevrolet                    | \$168,887 | ES  | Vehicle Purchase                | State Contract      | Hibbing             | 19P390          | None          | None                |
| 8 | Vaske Computer Db a Collier It      | \$188,375 | RA  | Software Maintenance & Support  | State Contract      | St. Paul            | 20P004          | None          | None                |
| 9 | EMC Corporation                     | \$205,285 | RA  | Non-Construction Services       | State Contract      | Eden Prairie, MN    | 20P076          | None          | None                |

## Details of Procurement Valued Between \$100,000 and \$250,000

### Award Based on Other Processes

| #  | Contractor                          | Amount    | Div | Description      | Solicitation Method | Contractor Location | Contract Number | MCUB/DBE Goal | MCUB/DBE Commitment |
|----|-------------------------------------|-----------|-----|------------------|---------------------|---------------------|-----------------|---------------|---------------------|
| 10 | Henricksen PSG                      | \$212,882 | MT  | Goods            | State Contract      | Minneapolis         | 19P355          | None          | None                |
| 11 | GS Systems Inc<br>DBA<br>Wonderware | \$217,660 | RA  | Software Support | Sole Source         | Minnetonka          | 20P000          | None          | None                |

## Details of Procurement Valued Between \$250,001 and \$500,000

### Award Based on Other Processes

| # | Contractor                              | Amount    | Div | Description                     | Type                           | Contractor Location | Contract Number | DBE/MCUB Goal | DBE/MCUB Commitment |
|---|---|-----------|-----|---------------------------------|--------------------------------|---------------------|-----------------|---------------|---------------------|
| 1 | Insight Public Sector                   | \$272,00  | RA  | Goods Purchase                  | Emergency Declaration Covid-19 | Bloomington, IL     | 20P090A         | None          | None                |
| 2 | Xigent Solutions LLC                    | \$279,777 | RA  | Software License                | State Contract                 | Englewood, CO       | 20P088          | None          | None                |
| 3 | Ancom Communications INC                | \$299,040 | MTS | Professional Technical Services | Sole Source                    | Burnsville          | 19P196          | None          | None                |
| 4 | Motorola Inc                            | \$309,225 | MT  | Goods                           | State Contract                 | Chicago, IL         | 20P016          | None          | None                |
| 5 | Titania Software LLC                    | \$352,000 | RA  | Software Support                | Sole Source                    | Ann Arbor, MI       | 20P080          | None          | None                |
| 6 | White Bear Mitsubishi                   | \$364,199 | MT  | Vehicle Purchase                | State Contract                 | White Bear Lake     | 20P013          | None          | None                |
| 7 | LRG Technologies dba Mobile Pro Systems | \$375,000 | MT  | Professional Technical Services | Sole Source                    | West St Paul        | 19P376          | None          | None                |



## Details of Procurement Valued Between \$250,001 and \$500,000

### Award Based on Other Processes

| #  | Contractor                 | Amount    | Div | Description                     | Type           | Contractor Location | Contract Number | DBE/MCUB Goal | DBE/MCUB Commitment |
|----|----------------------------|-----------|-----|---------------------------------|----------------|---------------------|-----------------|---------------|---------------------|
| 8  | Ballard Spahr LLP          | \$450,000 | MT  | Professional Technical Services | Sole Source    | Minneapolis         | 19P246          | None          | None                |
| 9  | Trapeze Software Group INC | \$474,374 | MT  | Software Purchase & Support     | Sole Source    | Cedar Rapids, IA    | 19P402          | None          | None                |
| 10 | EMC Corporation            | \$494,515 | RA  | Software Purchase & Support     | State Contract | Jessup, MD          | 19P394          | None          | None                |

## Details of Procurement Valued Over \$500,000

### Award Based on All Processes

| # | Contractor                   | Amount      | Div | Description                  | Solicitation Method   | Contractor Location | Contract Number | Business Item # | Council Action Date | MCUB /DBE Goal | MCUB/DBE Commitment |
|---|------------------------------|-------------|-----|------------------------------|-----------------------|---------------------|-----------------|-----------------|---------------------|----------------|---------------------|
| 1 | E-Builder                    | \$644,876   | MT  | Software Purchases & Support | Sole Source           | Sunrise, FL         | 19P343          | 2019-321        | 12/11/19            | None           | None                |
| 2 | Trapeze Software Group Inc   | \$659,708   | MT  | Software Purchases & Support | Sole Source           | Cedar Rapids, IA    | 20P000          | 2019-250        | 10/23/19            | None           | None                |
| 3 | Minger Construction Inc      | \$800,00    | ES  | Construction Services        | Emergency Declaration | Jordan              | 19P334          | 2019-279        | 10/23/19            | None           | None                |
| 4 | Braun Intertec               | \$918,899   | MT  | Non-construction Services    | Proposals             | St Paul             | 18P430          | 2020-23         | 1/22/20             | 10%            | 10%                 |
| 5 | Visual Productions Group Inc | \$1,797,436 | MT  | LRV Parts                    | Bid                   | Mesick, MI          | 19P210          | 2020-56         | 3/10/20             | None           | None                |
| 6 | Schlomka's Vac Truck Svc Inc | \$2,000,000 | ES  | Non-construction Services    | Bid                   | Hastings            | 19P371          | 2020-68 SW      | 2/12/20             | None           | None                |
| 7 | First Transit Inc            | \$2,500,000 | MTS | Non-construction Services    | Sole Source           | Minneapolis         | 19P370          | 2019-351 SW     | 12/11/19            | None           | None                |

## Details of Procurement Valued Over \$500,000

### Award Based on All Processes

| #  | Contractor                    | Amount        | Div | Description                     | Solicitation Method | Contractor Location | Contract Number | Business Item # | Council Action Date | MCU B/DB E Goal | MCUB/DBE Prime |
|----|-------------------------------|---------------|-----|---------------------------------|---------------------|---------------------|-----------------|-----------------|---------------------|-----------------|----------------|
| 8  | Meyer Contracting Inc         | \$2,739,619   | ES  | Major Construction              | Bid                 | Maple Grove         | 19P258          | 2019-358 SW     | 12/11/19            | 15%             | 22%            |
| 9  | Total Mechanical Services Inc | \$2,761,131   | ES  | Major Construction              | Bid                 | St Paul Park        | 19P023          | 2019-304        | 12/13/19            | 9%              | 3.5%           |
| 10 | Visu-Sewer Clean & Seal Inc   | \$3,690,537   | ES  | Major Construction              | Bid                 | Blaine              | 19P199          | 2019-326        | 12/11/19            | 12%             | 12%            |
| 11 | N/S Corporation               | \$4,351,975   | MT  | Professional Technical Services | Proposal            | Minneapolis         | 18P063          | 2019-335        | 12/11/19            | None            | None           |
| 12 | Rice Lake Construction Group  | \$23,745,000  | ES  | Major Construction              | Bid                 | Hudson, WI          | 19P155          | 2019-324 SW     | 11/13/19            | 13%             | 9.54%          |
| 13 | First Transit Inc             | \$27,095,290  | MTS | Non-construction Services       | Proposal            | Minneapolis         | 19P363          | 2020-79 SW      | 2/26/20             | None            | None           |
| 14 | Health Partners               | \$46,617,500  | RA  | Professional Technical Services | Proposal            | Minneapolis         | 19P020          | 2019-176        | 7/24/19             | None            | None           |
| 15 | Transit Team Inc              | \$100,788,685 | MTS | Professional Technical Services | Proposal            | Minneapolis         | 19P212          | 2020-78 SW      | 2/26/20             | None            | None           |

## Management Committee

Meeting date: May 27, 2020

**Subject:** Q1 2020 MCUB Commitment Summary Report

**District(s), Member(s):** All

**Policy/Legal Reference:** Inclusion of Disadvantaged Business Enterprises (DBEs) and Metropolitan Council Underutilized Businesses (MCUBs) - Policy 3-4-6; and, Metropolitan Council Underutilized Business (MCUB) Program – Procedure 3-4-6c.

**Staff Prepared/Presented:** Cyrenthia Jordan, Director, Equal Opportunity (651) 602-1085

**Division/Department:** Office of Equal Opportunity (OEO)

### Background

MCUB Quarter 1 report for information on achievement towards Council 2020 MCUB goals of small business inclusion in local and state funded opportunities.

In 2012, Metropolitan Council created the MCUB program to utilize women-owned, minority-owned and other small disadvantaged businesses in all of its procurement and contracting opportunities. In 2019 enhancements were made to the MCUB Program aimed to increase utilization of MCUB firms through Council procurements for local and state funded opportunities. The Council determined that it would set benchmarks to track and measure its efforts to include small disadvantaged businesses across its divisions. OEO and Procurement worked collaboratively to implement MCUB Select (a sheltered market program) and establish council wide purchasing goals of 8% goods and services and 12% construction that were supported and communicated by the Regional Administrator. In 2019, Procurement increased threshold for MCUB Select and micro purchases for MCUB.

OEO based on projected locally funded construction activities increase for 2020 the procurement goal for construction to 14%. OEO based on council active efforts increase for 2020 the procurement goal for goods and services to 10%. The Procurement and OEO will continue to work collectively to identify opportunities and support Council staff to maximize MCUB utilization.

### Thrive Lens Analysis

Metropolitan Council is committed to the outcomes of stewardship, prosperity and equity. Equity and economic prosperity have long been part of the Council's vision for our region. MCUB is designed to engage and encourage the use of underutilized Minnesota-based small businesses for the Council's projects and procurements.



## Q1 '20 - MCUB Commitment Summary

|                                 | CONSTRUCTION   | GOODS & SERVICES | TOTAL INCLUSION            |
|---------------------------------|----------------|------------------|----------------------------|
| <b>Q1 - ALL DIVISION SPEND:</b> | \$8,058,181.96 | \$56,976,694.9   | \$65,034,876.82            |
| <b>Q1 - MCUB SPEND:</b>         |                |                  | \$4,772,868.4 <b>7.34%</b> |

|  |                      |              |                          |
|--|----------------------|--------------|--------------------------|
| <b>Q1 Construction All Division spend:</b> | \$8,058,181.96       |              |                          |
| <b>Q1 Construction MCUB Spend:</b>         | (# trans / \$ value) | 18           | \$661,222.5 <b>1.02%</b> |
| Overall Construction Achieved              | 8.2%                 |              |                          |
| Subcontracting opportunity:                | 1                    | \$481,900    |                          |
| Purchase Orders Transactions               | 17                   | \$179,322.54 |                          |

|  |                      |               |                            |
|--|----------------------|---------------|----------------------------|
| <b>Q1 Goods &amp; Services All Division spend:</b> | \$56,976,694.86      |               |                            |
| <b>Q1 Goods &amp; Services MCUB Spend:</b>         | (# trans / \$ value) | 15352         | \$4,111,645.9 <b>6.32%</b> |
| Overall Good&Services Achieved                     | 7.2%                 |               |                            |
| P-Card Transactions                                | 401                  | \$55,471.0    |                            |
| Subcontracting opportunity:                        | 7                    | \$2,195,618   |                            |
| Purchase Orders Transactions                       | 14,944               | \$1,860,556.7 |                            |

### 2019 Q4 - MCUB COMMITMENT: \$1,488,756.0

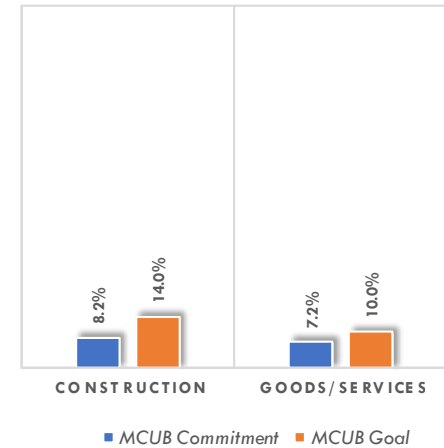
|   |                    |               |               |
|---|--------------------|---------------|---------------|
| <b>Q4 Construction Procurements</b>         | (# POs / \$ value) | 7*            | \$319,305.0   |
| Overall Construction Achieved               | 4.70%              |               |               |
| Purchase Orders Transactions                | 7                  | \$319,305.00  |               |
| <b>Q4 Goods &amp; Services Procurements</b> | (# POs / \$ value) | 840*          | \$1,169,451.0 |
| Overall Good&Services Achieved              | 3.30%              |               |               |
| P-Card Transactions                         | 278                | \$62,650.0    |               |
| Purchase Orders Transactions                | 662                | \$1,106,801.0 |               |

### Comparison - Q1-2020 & Q4-2019

|                                  |           |               |
|----------------------------------|-----------|---------------|
| Q4 to Q1 Overall MCUB commitment | increased | \$3,284,112.4 |
| MCUB - Construction spending     | increased | \$341,917.54  |
| MCUB - Goods & Services spending | increased | \$2,942,194.9 |

\* 2019 usign number of POs vs 2020 using number of transactions

### Q1/2020 ACHIEVEMENT



### Q4/2019 TO Q1/2020 COMPARISON



| Demographics Breakdown      | Work Value     |
|-----------------------------|----------------|
| Black American              | \$324,286.72   |
| Hispanic American           | \$5,000.00     |
| Native American             | \$12,464.15    |
| Asian-Pacific American      | \$532,045.42   |
| Subcontinent Asian American | \$523.25       |
| MBE (CERT)                  | \$184,828.80   |
| VET                         | \$25,377.38    |
| Non-Minority                | \$3,540,236.02 |
| Unknown                     | \$0.00         |

| Gender | Work Value     |
|--------|----------------|
| Male   | \$835,812.07   |
| Female | \$3,788,949.67 |

| MCUB Firms by Gender | # MCUB Firms |
|----------------------|--------------|
| Male                 | 105          |
| Female               | 37           |

| MCUB Firms Ethnicity        | Female       | Male         |
|-----------------------------|--------------|--------------|
| Black American              | \$8,543.23   | \$315,743.49 |
| Hispanic American           | \$0.00       | \$5,000.00   |
| Native American             | \$5,000.00   | \$7,464.15   |
| Asian-Pacific American      | \$230,170.42 | \$301,875.00 |
| Subcontinent Asian American | \$0.00       | \$523.25     |
| Non-Minority                | 3540236.02   | 0            |

