

# MCUB Update

11/3/2017

1 Management Committee



# MCUB Background

- Initial Program –
  - Started June 2012
  - Goals on construction contracts only (ES & Transit)
    - *\*Over \$100,000 + Subcontracting opportunity*
- Initial Program Results-
  - 6 months in, December 2012 = 6 Active MCUB projects
  - 18 months in, January 2014= 19 Active MCUB projects

# MCUB Expansion

- Expansion Highlights
  - Council approved policy February 2016
  - Goals setting opportunities expanded to Professional / Technical & Architecture / Engineering Contracts.
  - Increase spend with MCUB vendors
    - Goods and Services

# Procurement/OEO Collaboration

- CIM value of \$50,000 or greater routed to OEO
- Self Registration in GovDelivery for automatic Contracting Opportunities notification
- Outreach
  - Targeted emails to DBE/MCUB of opportunities following advertisement
  - Presentation at pre-bid and pre-proposal meetings
    - OEO Information sent out via addendum
    - Big projects – special meet and greets for Prime and DBE/MCUB firms

# MCUB Accomplishments

- Active External Outreach / Awareness
  - MCUB brochures produced
  - MCUB specific email created for external inquiries
  - 1 on 1 Consultations
  - Connections with:
    - Native American Chamber
    - Neighborhood Development Center (NDC)
    - NEON
    - Veterans Employment Resource Group

# MCUB Accomplishments

- Goal Setting
  - 6 Contracts to date (Feb. 2017 – Oct. 2017)
  - Contract values and goals
    - \$1.2 million = Avg contract value
    - 9% = Avg MCUB goal
  - Variety of Work Scopes
    - Solar – Customer Service Survey – Asset Condition Assessment – Competency & Coaching – Land use forecasting

# MCUB Accomplishments

- Improved functionality and accuracy of MCUB directory
- Target solicitations are manually being tracked
  - Firms solicited, firms responded, firms awarded
- Internal Training / Expansion Awareness
- Procurement Quarterly Report updated to reflect MCUB/DBE commitment.

# MCUB Accomplishments

- Council spend data analysis
  - Where are opportunities for spend with MCUB firms?
  - What is the current spend with MCUB firms?
  - Baseline for measuring improvements



# Council Spend Analysis

<b>Overall Council Spend (1/2017 - 8/2017)</b>	<b>\$438,188,385.73</b>	
<b>Exclusions</b>		
Grants to other government units, rent, payroll & benefits, petroleum, water treatment chemicals, revenue vehicle parts	\$221,666,809.62	
	<b>DBE/MCUB</b>	<b>MCUB</b>
<b>Total Identified Small Business Opportunities</b>	<b>\$216,521,576.11</b>	<b>\$216,521,576.11</b>
USDOT Funded Opportunities		-\$77,233,167.98
PFA/EPA Funded Opportunities		-\$12,807,932.89
		<b>\$126,480,475.24</b>
<b>Total Diverse Spend (1/2017 - 7/2017)</b>		
Vendors (goods & services)	\$1,919,835.00	\$1,031,864.66
Subcontractors (construction, design)	\$11,004,052.00	\$3,603,806.85
	<b>\$12,923,887.00</b>	<b>\$4,635,671.51</b>
<b>Total Diverse %</b>	<b>5.97%</b>	<b>3.67%</b>

# Future MCUB Developments

- 18 Transit Master Contracts (\$6 million)
- Focusing on Target Purchases
  - OEO/ materials management systems to classify MCUB/DBE vendors. Easier for non-Procurement staff to identify.

# Future Developments

- Quarterly MCUB training – various topics – for current and potential MCUB Firms.
- Peoplesoft enhancement to include feature to identify firms designated as MCUB