

**Wednesday, November 4,
2020 Management Committee**

Information Item

**Seeking Bold Outcomes with
Contracting Opportunities in 2021**



Increased MCUB micro purchase & small purchase threshold values



Minority Contractor Engagement



Exploration of Options

Overview of Efforts, Engagement and Future Consideration

Micro Purchases

Purchases Greater
than \$50,000

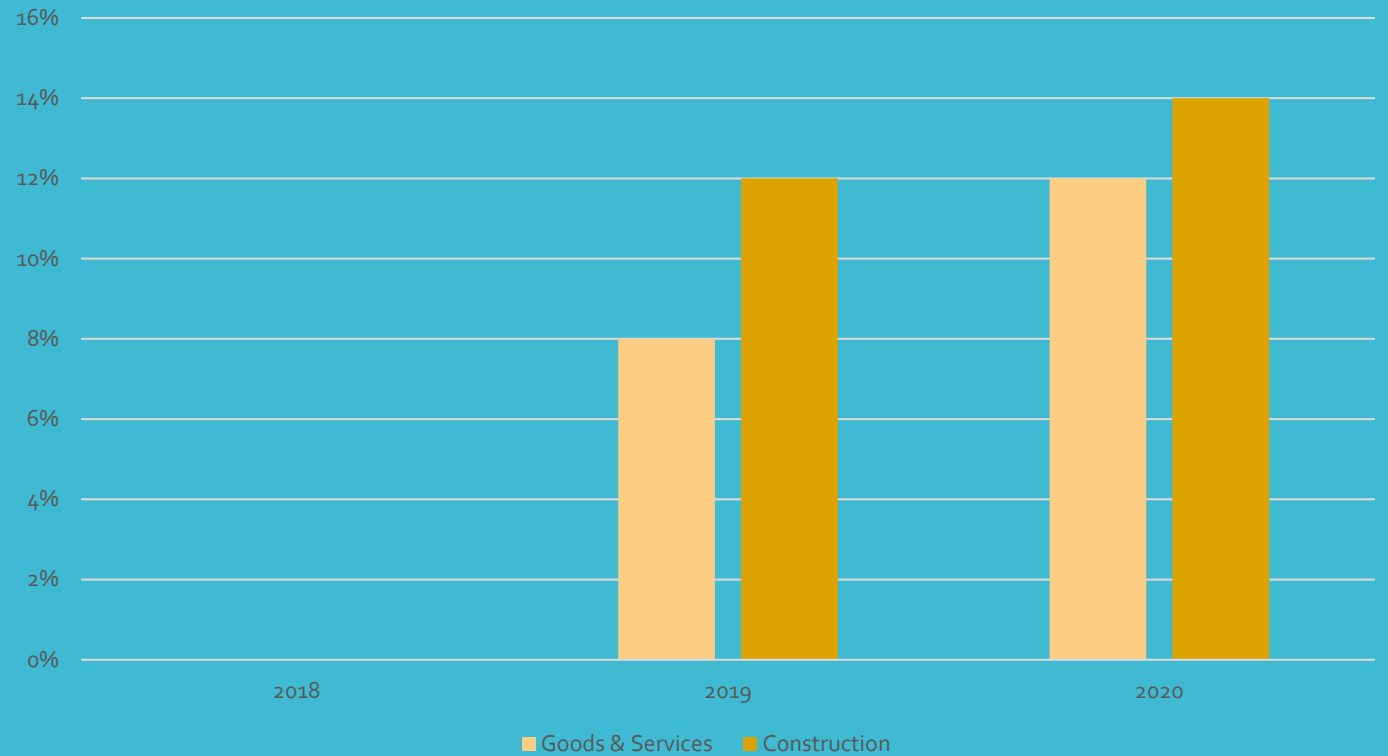
Contract Amendment
Process

Contract Initiation and Goal Assignment Process



History of MCUB Goals

MCUB Goal History



MCUB Select:
\$100,000
increased to
\$175,000

MCUB micro
purchase
threshold: \$5,000
to \$25,000

Procurement and
MCUB Policy Changes

Transit	20P074	Variable Message Board Upgrade Lindbergh Terminal 1 and HHH Terminal 2 (Contracting)	10/6/2020	11/19/2020	IFB
Transit	20P061	NEW 2020 Bus Passenger Waiting Shelters (Contracting - with Small Business Goal)	10/26/2020	12/8/2020	IFB
Transit	19P321	NEW Procurement of 151 Biodiesel Sixty-Foot Buses (Contracting)	10/28/2020	12/9/2020	RFP

Contractor Engagement

Improvements to Doing Business Page



Contractor Engagement

Small Business Workshops

Meetings with Minority Contractors

Procurement Internal Newsletter with MCUB Focus

Seeking Bold Outcomes in MCUB Select

The MCUB Select program is a sheltered market solicitation process that applies to procurements that are less than \$175K and when at least three MCUB firms are eligible and capable of performing the scope of work identified within the solicitation.

The MCUB Select program is intended to reduce barriers and increase utilization of MCUB firms that do business with the Council. This program is critically important to the Council to focus on equity and underutilized businesses.

Along with OEO, Procurement plays an important role to support and promote the MCUB program. We play a key role in making the program a success. It is important for us to continue to think boldly and to help the Council seek positive outcomes in the MCUB Select program. Our role includes:

1. Educate end users on the availability of the program
2. Refer end users to OEO to discuss details of the program
3. Encourage use of the program where possible
4. Educate vendors on the availability of the program
5. Help identify MCUB Select opportunities
6. Think of creative ways to increase utilization of the program

Each one of you is important to the outcomes and long-term success of the MCUB Select program, so let's work together to seek bold outcomes and increase participation.

METROPOLITAN COUNCIL UNDERUTILIZED BUSINESS PROGRAM (MCUB)

Small Business Program for Locally Funded Projects & Procurements





Exploring Options for Bold Outcomes

MCUB financial incentives

6% preference to MCUBs for IFBs

MCUB select expansion to above small purchase threshold

Collaboration with business units

Technology enhancements



Minn. Stat. 473.142(c)

MCUB Financial Incentives

Types of contracts: construction, consultant, professional or technical services.


“The Council or agency may establish financial incentives for prime contractors who exceed the goals for use of subcontractors.”

6% preference to MCUBs

Minn. Stat. 473.142(a)

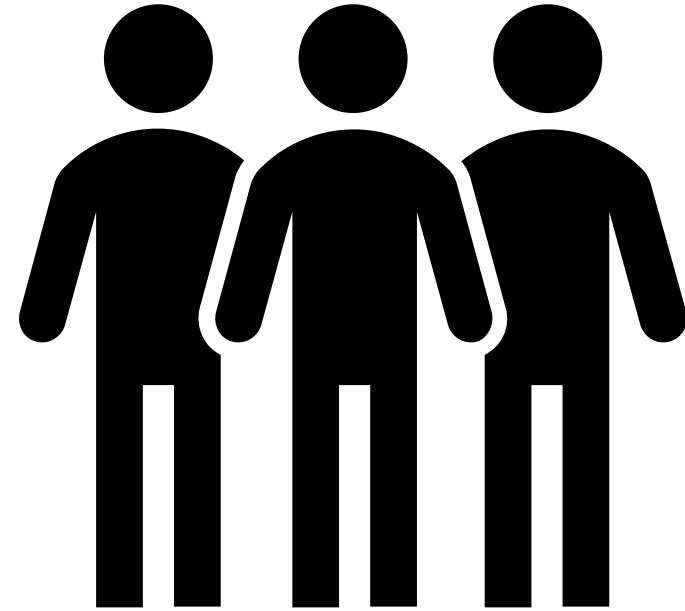
- o Types of contracts: goods or services that are bid (not RFPs)
- o “The Metropolitan Council..., may award up to a six percent preference in the amount bid for specified goods or services to small targeted group”

MCUB Select Expansion



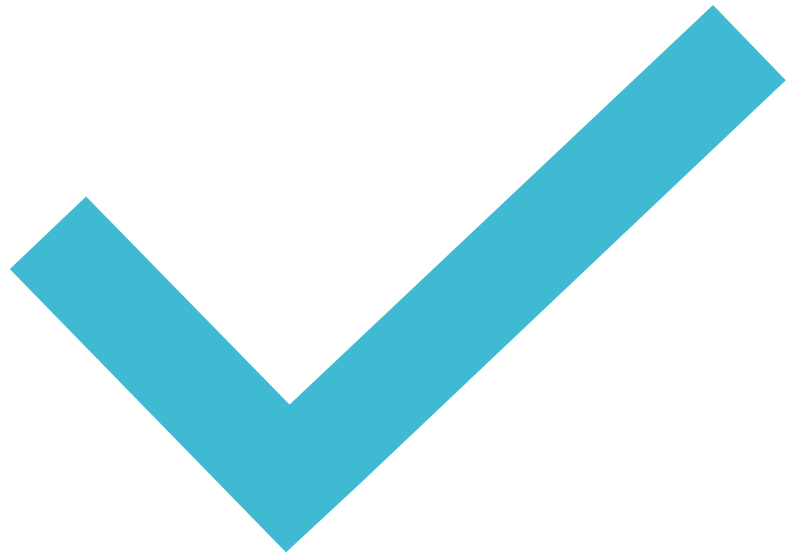
Types of
contracts: goods
or services that
are bid (not RFPs)

Minn. Stat. 473.142(b)



Collaboration and Exploration of Options

Business Unit Collaboration



Small Business Inclusion Language

This language would apply to all RFPs with no assigned MCUB/DBE goals. This requested plan will provide the Council with a greater understanding of possible opportunities to partner with targeted businesses and identify areas of service that would be eligible for goal setting in future solicitations.

Technology Enhancements

- **Contract & Supplier Management Software**

The tool will fulfill a Council goal in providing a focus on technology for internal and external facing systems to increase access and reduce barriers

- **Improvements to Contract Opportunities Page**

- **MCUB focused Listserv**



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