

Information Item

Management Committee



Meeting Date: May 25, 2022

Topic

2022 First Quarter Procurement Summary and MCUB Goals Review

District(s), Member(s):

Policy/Legal Reference: FM14-2 Expenditures for the Procurement of Goods and Services

Staff Prepared/Presented: Jody Jacoby, Procurement Director, 651-602-1144; Ashanti Payne, OEE0 Assistant Director, 651-602-7660

Division/Department: Procurement / OEE0

Background

Council *Policy 14-2 – Expenditures* authorizes the Regional Administrator to approve awards not exceeding \$500,000 for all purchases of budgeted goods and services. In addition, the Regional Administrator is authorized to approve construction contracts where:

- (a) The value of the contract does not exceed \$2,500,000;
- (b) The construction project was included in the Council-adopted capital budget;
- (c) The cost of the project is less than the Engineer's Probable Construction Costs, plus 10%;
- (d) Sufficient funds are available in the capital budget to complete the project.

The delegation authority of the Regional Administrator to approve awards for all purchases of budgeted goods and services was increased from \$250,000 to \$500,000 in October of 2013. Related to this increase in authority, the Council requested a report on any contracts valued between \$175,000 and \$250,000 and \$250,000 and \$500,000.

To satisfy this requirement, a report that summarizes procurements for the preceding quarter is presented to the Council through the Management Committee at the end of each quarter. The report gives a breakdown of the number of procurements executed during the reporting period grouped by value, and details of all procurements which have a value greater than \$175,000 but less than or equal to \$500,000.

Procurements valued at greater than \$500,000 are generally approved individually by the Council, except for those construction contracts that meet the criteria given above. The Management Committee requested a quarterly summary of contracts over \$500,000.

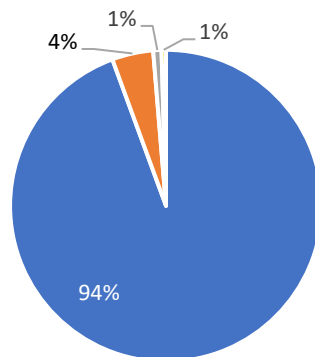
The first quarter 2022 Procurement Summary and OEE0 MCUB Information is attached.

Metropolitan Council

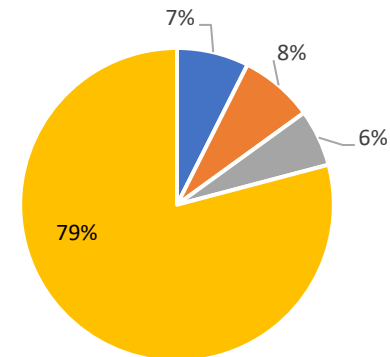
Procurement Summary Information - First Quarter, 2022

Dollar Amount Range	Number of Procurements		Percent Value \$	Total Value \$	
	First Quarter	YTD	First Quarter	First Quarter	YTD
\$0 - \$10,000	8,684	8,684	7.4%	\$ 9,389,620	\$ 9,389,620
\$10,001 - \$50,000	393	393	7.6%	\$9,611,060	\$9,611,060
\$50,001 - \$175,000	78	78	5.9%	\$7,294,067	\$7,294,067
\$175,001 - \$250,000	7	7	1.4%	\$1,528,164	\$1,528,164
\$250,001 - \$500,000	26	26	7.7%	\$11,010,410	\$11,010,410
Greater Than \$500,000	12	12	70%	\$88,681,207	\$88,681,207
Grand Total	9,200	9,200	100%	\$127,514,528	\$127,514,528

Procurements by # of Transactions Q1-2022



Procurements by Contract \$ Value Q1-2022



■ \$0-10,000
 ■ \$10,000-50,000
 ■ \$50,000-175,000
 ■ \$175,000+

■ \$0-10,000
 ■ \$10,000-50,000
 ■ \$50,000-175,000
 ■ \$175,000+

Details of Procurement Valued Between \$175,001 and \$250,000

Award Based on Requests for Proposals

#	Contractor	Amount	Division	Description	Solicitation Method	Contractor Location	Contract Number	DBE/ MCUB Goal	DBE/ MCUB Commitment
1	Eric Hanson Consulting	\$200,000	RA	Support Building Controls Integration Systems Software	Proposals	Wyoming	21P270	None	None



Details of Procurement Valued Between \$175,001 and \$250,000

Award Based on Other Processes

#	Contractor	Amount	Division	Description	Solicitation Method	Contractor Location	Contract/PO Number	MCUB/DBE Goal	MCUB/DBE Commitment
1	SAP Public Services	\$187,215	RA	SAP Maintenance & Support	Sole Source	Washington, DC	21P350	None	None
2	Ames Construction Inc	\$220,000	MT	Repairs to Currie Maintenance Facility	Emergency Declaration	Burnsville	21P387	None	None
3	MRI Software LLC	\$225,000	RA	Happy MRI Annual Renewal	Sole Source	Solon, OH	21P241	None	None
4	State of MN Auditor	\$225,000	RA	State Audit	Non-competitive	St Paul	PO# 22001908	None	None
5	GS Systems Inc dba Wonderware	\$233,870	RA	Software Maintenance & Support	Sole Source	Brookfield, WI	21P350	None	None
6	Henricksen PSG	\$237,079	MT	Systems Furniture	State Contract	Minneapolis	22P050	None	None

Details of Procurement Valued Between \$250,000- \$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	Allied Blacktop	\$351,233	MT	Repair and Replace Pavement	Bids	Maple Grove	21P141	18%	18.97%
2	Duo-Gard Industries	\$411,453	MT	Bus Shelters	Bids	Canton, MI	19P385C	None	None
3	Gillig Corp/ New Flyer Parts	\$441,199	MT	Artic Curtains	Bids	San Francisco, CA	21P125A	None	None
4	Atlas Carbon LLC	\$457,300	ES	Powdered Activated Carbon	Bids	New Orleans, LA	21P232	None	None



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

Award Based on Request for Proposals

#	Contractor	Amount	Division	Description	Solicitation Method	Contractor Location	Contract Number	DBE/ MCUB Goal	DBE/ MCUB Commitment
1	FBG Service Corp	\$274,980	ES	Janitorial Services	Proposals	New Brighton	21P198	10%	10%
2	Emmons & Olivier Resources, Inc	\$300,000	ES	Water Planning & Scientific Technical Consultants	Proposals	St Paul	21P208B	15%	15%
3	WSB	\$300,000	ES	Communications and Public Involvement	Proposals	Golden Valley	21P109D	10%	10%
4	Bolton & Menk	\$300,000	ES	Communications and Public Involvement	Proposals	Mankato	21P109E	10%	10%
5	Goff Public	\$400,000	ES	Communications and Public Involvement	Proposals	St Paul	21P109C	10%	10%
6	Bolton & Menk, Inc	\$410,000	MTS	Equity Evaluation	Proposals	Mankato	21P272	20%	28.9%



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

Award Based on Request for Proposals

#	Contractor	Amount	Division	Description	Solicitation Method	Contractor Location	Contract Number	DBE/MCUB Goal	DBE/MCUB Commitment
7	Bluum Technology	\$465,000	MTS	Video Conference & Paging Maintenance	Proposals	St Paul	21P034	None	None
8	Videotronix Inc	\$495,000	MT	Lenel Card Access Service	Proposals	Burnsville	21P227	3%	3%
9	HDR Engineering	\$500,000	ES	Communications and Public Involvement	Proposals	St Louis Park	21P109A	None	None
10	Barr Engineering	\$500,000	ES	Technical Analyses & Outreach	Proposals	Minneapolis	21P208A	None	None
11	Zan Associates	\$500,000	ES	Communications and Public Involvement	Proposals	Minneapolis	21P109B	10%	100%

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

Award Based on Other Processes

#	Contractor	Amount	Division	Description	Solicitation Method	Contractor Location	Contract Number	DBE/MCUB Goal	DBE/MCUB Commitment
1	CBIZ MHM LLC	\$264,000	RA	Inventory Analysis of Fixed Assets	Sole source	Minneapolis	21P380	None	None
2	Railroad Protective Services	\$310,000	MT	Flagging Services	Emergency Declaration	Irving, TX	21P271	None	None
3	Microsoft Corp	\$311,000	RA	Microsoft Unified Premier Support	Sole source	Redmond, WA	22P027	None	None
4	Paragon Development Systems Inc	\$406,000	RA	Checkpoint Firewall Renewal	State Contract	Brookfield, WI	22P080	None	None
5	Orgo-thermit Inc	\$442,294	MT	Rail Grinding	Sole source	Manchester, NJ	22P054	None	None
6	Penn Machine Company	\$450,000	MT	Light Rail Vehicle Parts	Sole Source	Johnstown, PA	22P002	None	None
7	Genfare	\$450,000	MT	Repair Parts and Services	Sole Source	Elk Grove, IL	21P317	None	None

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

Award Based on Other Processes

#	Contractor	Amount	Division	Description	Solicitation Method	Contractor Location	Contract Number	DBE/MCUB Goal	DBE/MCUB Commitment
8	Parkeon	\$455,000	MT	Flowbird Fees and Maintenance	Sole Source	Moorestown, NJ	21P316	None	None
9	Johnson controls Fire Protection LP	\$495,000	ES	Blue Lake Fire Alarm Up-Grade	Sole Source	Plymouth	21P368	None	None
10	SHI International Corp	\$500,000	RA	Standard Computer Equipment	State Contract	Piscataway, NJ	22P024	None	None
11	HP Inc	\$500,000	RA	Standard Computer Equipment	State Contract	Palo Alto, CA	22P094	None	None

Details of Procurement Valued Over \$500,000

Award Based on All Processes

#	Contractor	Amount	Division	Description	Solicitation Method	Contractor Location	Contract Number	MCUB/DBE Goal	MCUB/DBE Commitment
1	Stertil-Koni	\$524,860	MT	Mobile Column Lifts for Minneapolis Bus Garage	State Contract	Stevensville, MD	21P382	None	None
2	Cubic Transportation Systems	\$534,803	MT	Bus Mobile Validators (BMVs)	Sole Source	San Diego, CA	21P338	None	None
3	NAC Mechanical & Electrical Services	\$609,237	MT	Franklin O&M Facility - Geothermal System	Bids	Vadnais Heights	21P255	7%	11.03%
4	Ubisense America LLC	\$627,659	MT	Smart Space Garage Sensors	Sole Source	Denver, CO	21P292	None	None
5	Vision Service Plan	\$1,600,000	RA	Voluntary Vision Insurance	Proposals	Rancho Cordova, CA	21P083	None	None
6	Railworks Maintenance of Way Inc.	\$2,425,700	MT	LRT Special Trackwork Replacement	Bids	New York, NY	21P343	5%	5.1%
7	Luminator Technology Group Inc.	\$2,899,800	MTS	On-Board Cameras	Sole Source	Plano, TX	21P296	None	None

Details of Procurement Valued Over \$500,000

Award Based on All Processes

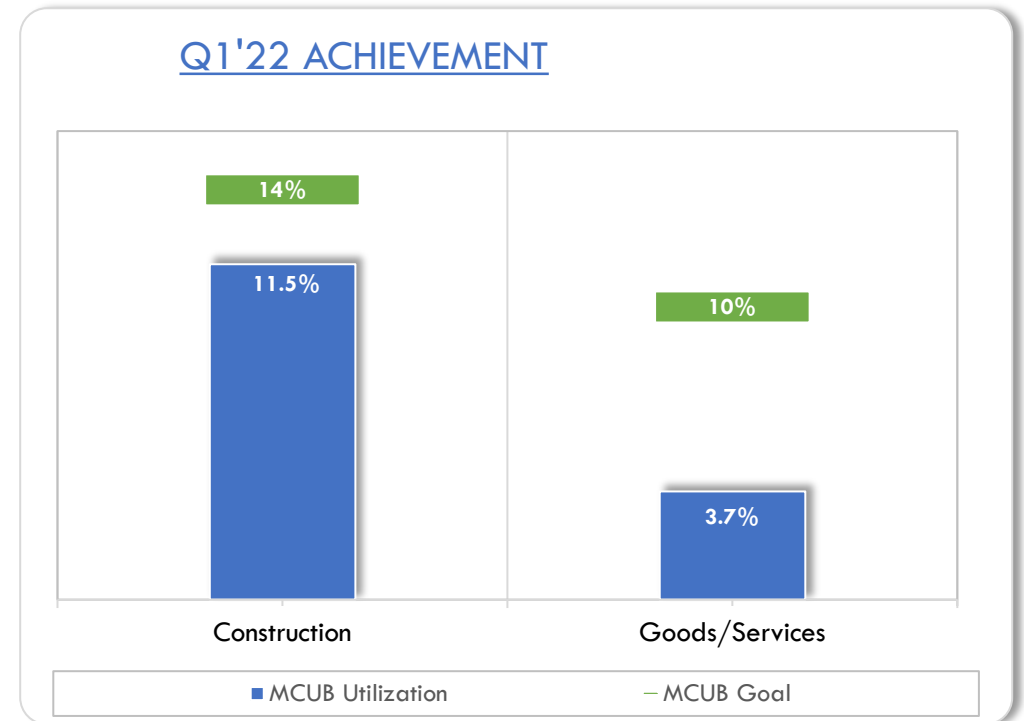
#	Contractor	Amount	Division	Description	Solicitation Method	Contractor Location	Contract Number	MCUB/DBE Goal	MCUB/DBE Commitment
8	Galls DBA Uniforms Unlimited	\$3,750,000	MT	ATU & TMSA Uniform Contract	Proposals	Minneapolis	21P063	None	None
9	Insight Public Sector	\$6,000,000	RA	Network Refresh	Proposals	Dallas, TX	20P261	None	None
10	Corval Constructors	\$6,565,148	ES	Pipefitting Services for MCES Facilities	Bids	St. Paul	21P247	None	None
11	Kimley-Horn Associates INC	\$18,000,000	MT	METRO Purple Line BRT Engineering and Project Management Services	Proposals	St. Paul	21P242	22%	22.90%
12	Mansfield Oil Company	\$45,144,000	MT	Northstar Diesel Fuel Supply	Bids	Gainesville, GA	21P221	None	None

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Q1 2022 – MCUB Utilization Summary

Total Spend and MCUB Utilization

A. Total Spend (PO & Pcard)- All divisions:	\$195,099,705.06	
B. Total Exclusions	\$128,146,613.04	66%
C. Total Inclusions	\$66,953,092.02	34%
<i>MCUB Total Construction Spend</i>	\$1,158,197.0	1.73%
<i>MCUB Total Goods/Services Spend</i>	\$2,102,955.04	3.14%
D. Total MCUB commitment	\$3,261,152.07	4.9%
<i>MCUB Total Construction Spend</i>	\$1,158,197.0	35.51%
<i>MCUB Total Goods/Services Spend</i>	\$2,102,955.04	64.49%



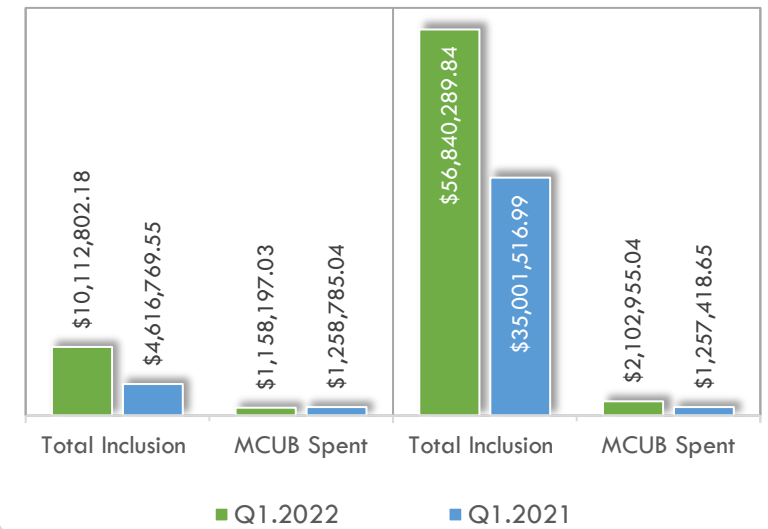
Comparison Q1 YT and Q1 LY

	Q1 YT	Q1 LY	
A. Total Spend (PO & Pcard) - All divisions:	\$195,099,705.06	\$141,380,593.68	38% increase
B. Total Exclusions	\$128,146,613.04	\$101,762,307.14	26% increase
C. Total Inclusions	\$66,953,092.02	\$39,618,286.54	69% increase
D. Total MCUB commitment	\$3,261,152.07	\$2,516,203.69	30% increase

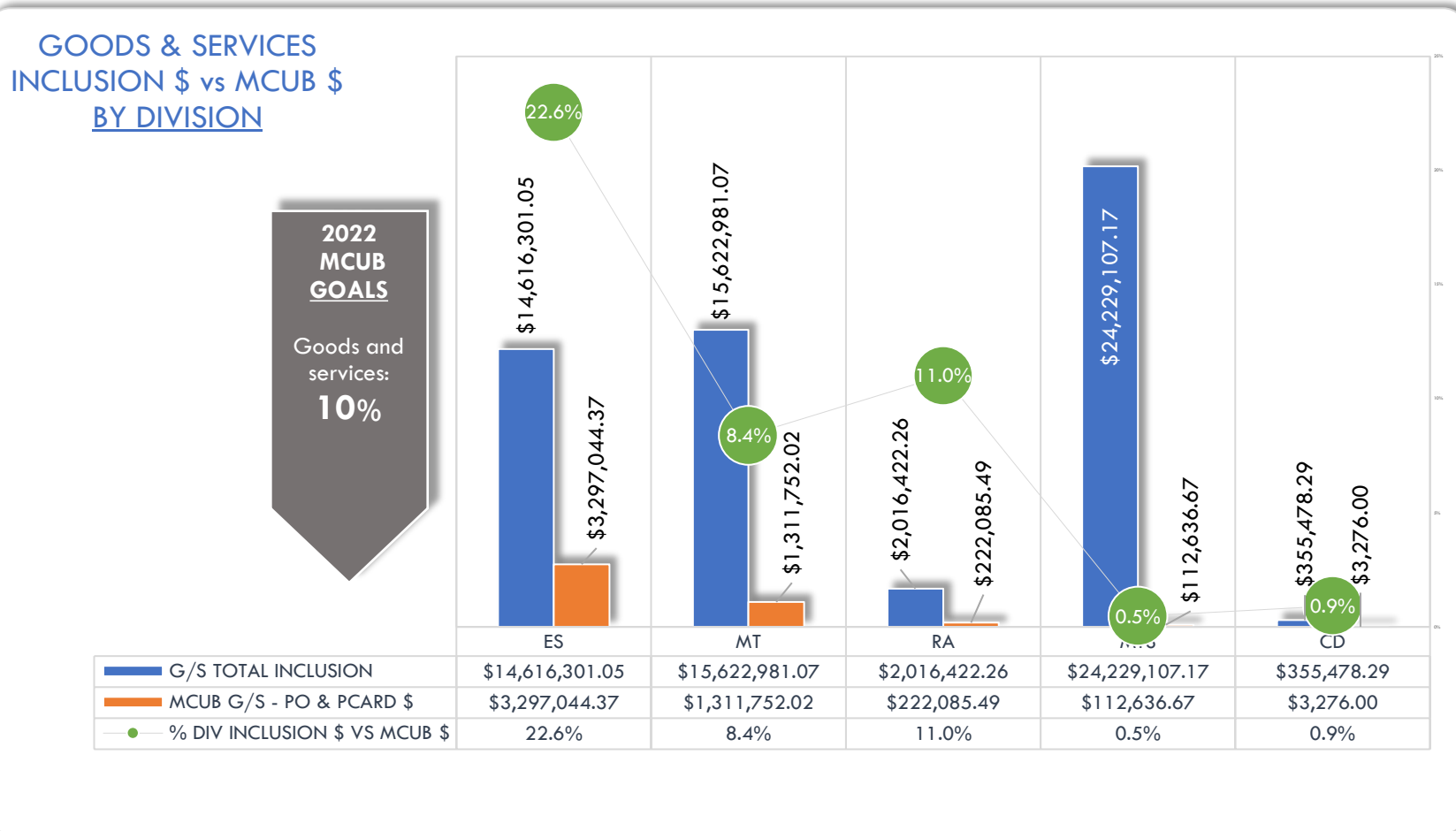
Q1 MCUB Utilizations YT vs LY

	CONSTRUCTION		GOODS & SERVICES	
	Total Inclusion	MCUB Spent	Total Inclusion	MCUB Spent
Q1.2022	\$10,112,802.18	\$1,158,197.03	\$56,840,289.84	\$2,102,955.04
Q1.2021	\$4,616,769.55	\$1,258,785.04	\$35,001,516.99	\$1,257,418.65
Spending change	\$5,496,032.63	(\$100,588.01)	\$21,838,772.85	\$845,536.39
Rate of Change %	119.04%	-7.99%	62.39%	67.24%

Q1 MCUB Utilization YT vs LY



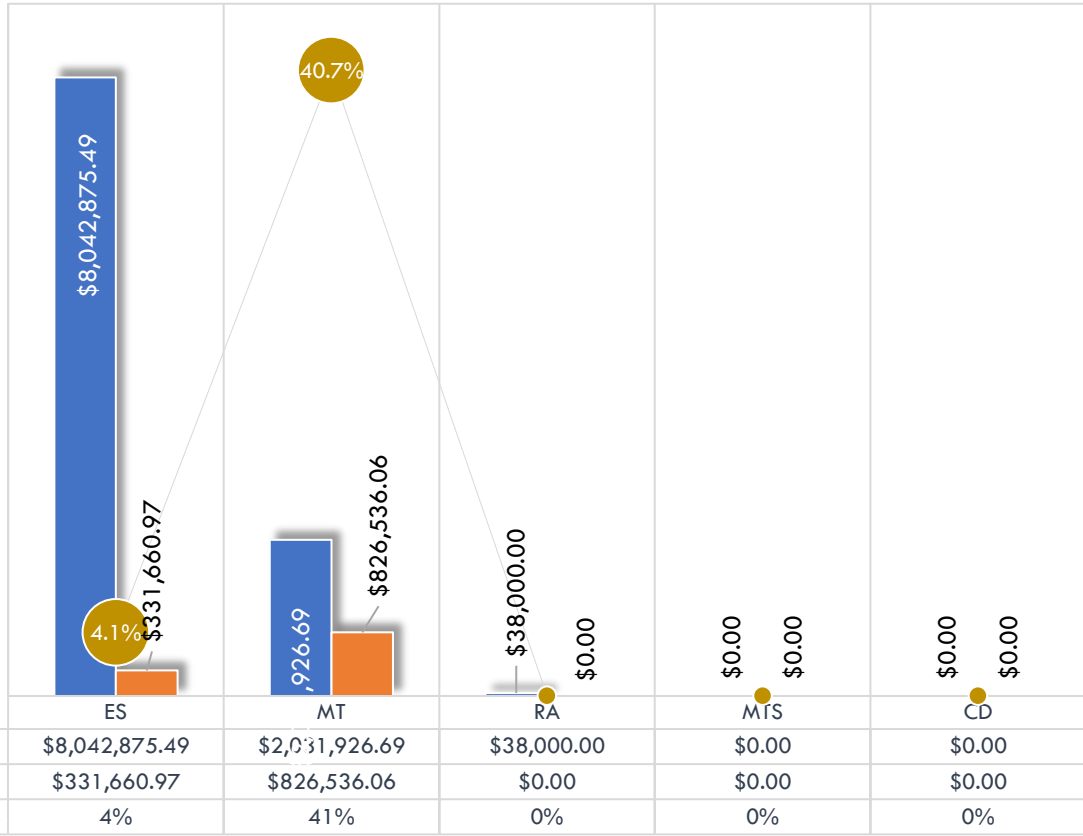
Spend by Division





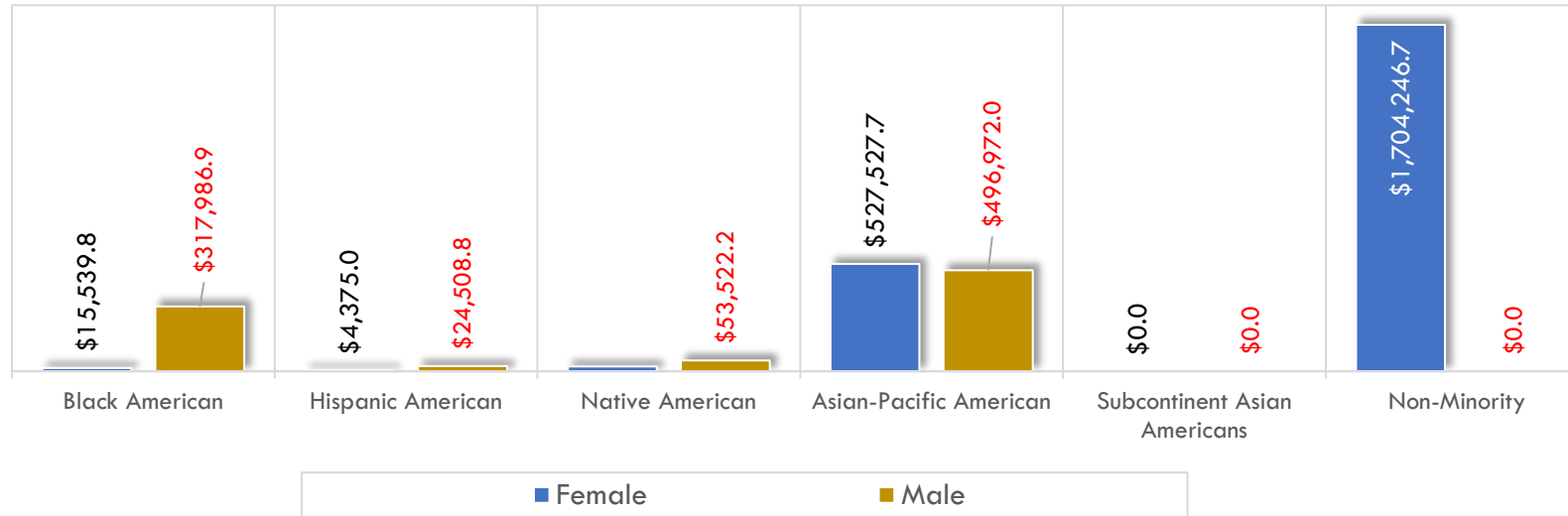
**CONSTRUCTION
INCLUSION \$ vs MCUB \$
BY DIVISION**

**2022
MCUB
GOALS**
Construction
14%

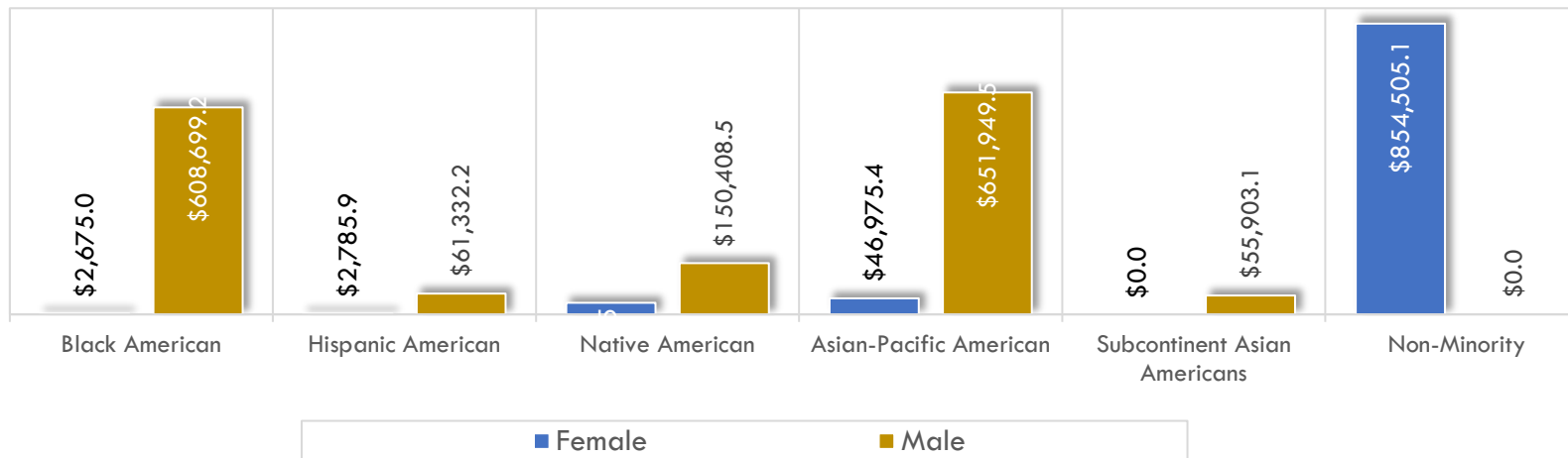


Utilization by Gender and Ethnicity / with Q1 2021 comparison

Q1'22 MCUB Utilization by Gender & Ethnicity



Q1'21 MCUB Utilization by Gender & Ethnicity



Q1 Highlights

2022 Q1 MCUB Direct Spend nearly doubled from Q1 2021

Q1 2022 MCUB Direct 15% vs only 8% in Q1 of 2021

Restarted MCUB Welcome Email Series

Will send each quarter to new MCUB firms

How to find Contracting Opportunities Video on YouTube

<https://www.youtube.com/watch?v=g9vXiN6TCcE>

Successful MCUB Solicitations

MCUB Select - IRA IT Solutions, Inc. for \$98,800.00

MCUB Preference – Heavy Metal Welding & Fabrication for
\$39,763.60

State Contract MCUB – Northern Safety Technology, Inc. for
\$25,579.80

Peoplesoft Supplier Onboarding

Currently in testing phase

Will enable tracking of all non-certified minority and woman owned firms