

# Information Item

Management Committee



Meeting Date: February 22, 2023

## Topic

2022 Fourth 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, OEEO Assistant Director, 651-602-7660

**Division/Department:** Procurement / OEEO

## 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 \$10,000,000;
- (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 \$10,000,000 in September of 2022. Related to this increase in authority, the Council requested a report on any contracts valued between \$175,000 and \$250,000, \$500,000, and \$10,000,000.

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 \$10,000,000.

Procurements valued at greater than \$10,000,000 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.

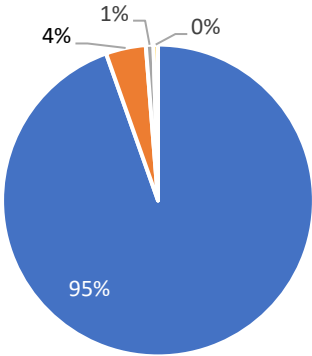
The fourth quarter 2022 Procurement Summary and OEEO MCUB Information is attached.

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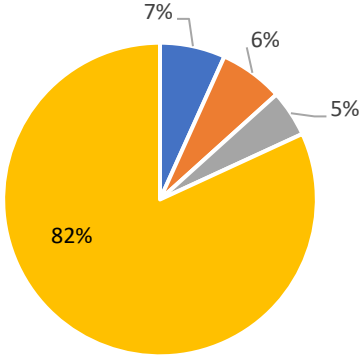
## Procurement Summary Information - Fourth Quarter, 2022

Dollar Amount Range	Number of Procurements		Percent Value \$	Total Value \$	
	Fourth Quarter	YTD	Fourth Quarter	Fourth Quarter	YTD
\$0 - \$10,000	9,210	36,229	6.7%	\$10,599,335	\$39,603,839
\$10,001 - \$50,000	404	1398	6.6%	\$10,363,070	\$33,337,544
\$50,001 - \$175,000	77	330	4.8%	\$7,559,352	\$31,547,306
\$175,001 - \$250,000	14	53	2%	\$3,134,258	\$11,551,545
\$250,001 - \$500,000	16	72	4%	\$6,248,374	\$28,393,743
Greater Than \$500,000	15	59	75.9%	\$119,425,953	\$607,775,138
<b>Grand Total</b>	<b>9,736</b>	<b>38,141</b>	<b>100%</b>	<b>\$157,330,342</b>	<b>\$752,209,115</b>

Procurements by # of Transactions Q4-2022



Procurements by Contract \$ Value Q4-2022



■ \$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	Alliant Engineering Inc	\$175,811	MT	F Line Traffic Analysis and Concept Development	Proposals	Minneapolis, MN	22P166	8%	16.76%
2	Madden Galanter Hansen LLP	\$250,000	RA	Master Contract for Arbitration Advocacy and Consulting	Proposals	Bloomington, MN	22P121A	6%	6%
3	Wiley Reber Law	\$250,000	RA	Master Contract for Arbitration Advocacy and Consulting	Proposals	Edina, MN	22P121B	6%	9%

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

### Award Based on Invitation for Bids

#	Contractor	Amount	Division	Description	Solicitation Method	Contractor Location	Contract Number	DBE/MCUB Goal	DBE/MCUB Commitment
1	C.O.D. Services LLC	\$195,000	ES	Laboratory Courier Services	Bids	Big Lake, MN	22P240	0%	100%
2	National Minerals Corporation	\$192,473	ES	Metro Plant Fly Ash	Bids	Hastings, MN	22P323	None	None
3	Stone Pros LLC DBA Snow Pros	\$225,000	MT	Snow Removal Services	Bids	Wayzata, MN	22P067	6%	6%

## 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	Highcloud Solutions Inc	\$198,400	RA	Server Contractor	Emergency Declaration	Minneapolis, MN	PO #22009601	None	100%
2	International Projects Consultancy Services	\$200,000	RA	Azure NET Consultant	Emergency Declaration	Minneapolis, MN	PO #22010045	None	100%
3	Paragon Development Systems Inc	\$225,000	RA	Partial Replacement of Virtualization Servers Required to be On-Site	Cooperative Purchasing Agreement	Brookfield, WI	22P358	None	None
4	North Central Bus & Equipment	\$232,420	MTS	2022 - Maple Grove (2) Small Bus Purchase - North Central	Cooperative Purchasing Agreement	St Cloud, MN	22P183	None	None
5	Paragon Development Systems Inc	\$242,155	RA	VMware Host Refresh - MC	Cooperative Purchasing Agreement	Brookfield, WI	22P434	None	None
6	Bentech Inc	\$247,999	MTS	Purchase Driver Barriers for Gillig Transit Buses	Sole source	Philadelphia, PA	22P389	None	None

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## 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
7	Lockridge Grindal Nauen PLLP	\$250,000	RA	Legal Services	Exemption	Minneapolis, MN	22P409	None	None
8	Lockridge Grindal Nauen PLLP	\$250,000	RA	Legal Services -	Exemption	Minneapolis, MN	22P298	None	None



## Details of Procurement Valued Between \$250,001- \$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	Snow Removal Group	\$270,000	MT	Snow Removal Orange Line	Bids	Buffalo, MN	22P069	6%	10%
2	Northland Mechanical Contractors, INC.	\$284,700	MT	East Metro Garage - A/C Condenser and Roof Package Unit Replacement	Bids	New Hope, MN	22P101A	10%	17.93%
3	Siemens Mobility	\$407,148	MT	LRV Type II Tires	Bids	Louisville, KY	22P176	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	ICF Incorporated LLC	\$295,701	MTS	Regional Transportation and Climate Change Multimodal Measures	Proposals	Fairfax, VA	22P040	15%	15.3%
2	Digineer Consulting DBA Omniview	\$360,000	RA	Executive Recruiter	Proposals	Minneapolis, MN	22P257	3%	10%
3	St Croix Sensory Inc	\$410,000	ES	Odor Panel and Evaluation Services	Proposals	Stillwater, MN	22P077	None	None
4	Dunn Solutions Group Inc	\$450,000	ES	Business Analytics and Integration	Proposals	Skokie, IL	21P329A	6%	6.7%
5	HR&A Advisors Inc	\$500,000	MT	Master Contract Real Estate Advisory Services	Proposals	New York, NY	22P145	2%	4%
6	Hazen and Sawyer	\$500,000	ES	Master Contract Odor Consulting Services Contract	Proposals	Hicksville, NY	22P168	4%	4%



## 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	Tri-State Pump & Control Inc	\$300,000	ES	Tuthill Pumps	Sole source	Clearwater, MN	22P286	None	None
2	Mall of America	\$301,297	MT	MOA Vent Shaft Concrete Infill	Sole Source	Bloomington, MN	22M056	None	None
3	Insight Public Sector Inc	\$360,000	RA	Vulnerability Scanning Tool	Cooperative Purchasing Agreement	Dallas, TX	22P364	None	None
4	Parsons Transportation Group Inc	\$399,776	RA	Parsons iNet 5 Year License and System Support Renewal	Sole source	Peachtree Corners, GA	22P355	None	None
5	Axon Enterprise Inc	\$434,752	MT	Axon Taser Refresh	Cooperative Purchasing Agreement	Phoenix, AZ	22P414	None	None
6	Midway Ford CO	\$475,000	ES	2023 Ford F-250 & F-350	Cooperative Purchasing Agreement	Roseville, MN	22P371	None	None
7	HP Inc	\$500,000	RA	2023 HP Blanket PO	Cooperative Purchasing Agreement	Palo Alto, CA	22P178	None	None

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## 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	City Laundering Company	\$647,633	ES	Uniform Rental Program	Proposals	Oelwein, IA	22P097	None	None
2	KLJ Engineering LLC	\$1,313,226	MT	METRO Gold Line BRT-Construction Monitoring	Proposals	Bismarck, ND	22P005	10%	27%
3	Duo-Gard Industries	\$1,460,070	MT	METRO B Line Pylon Purchase	Bids	Canton, MI	19P385E	None	None
4	Albrecht Sign Co	\$1,477,769	MT	METRO B Line Pylon Purchase	Bids	Fridley, MN	19P385D	None	None
5	American Liberty Construction	\$1,554,354	MT	OHB Hoists Replacement	Bids	Rockford, MN	22P206	6%	18.78%
Metropolitan Council	CDW LLC	\$2,000,000	RA	Staff Augmentation Services	Cooperative Purchasing Agreement	Vernon Hills, IL	22P330D	None	None
	Short Elliot Hendrickson Inc	\$3,000,000	ES	Master Contracts for Mechanical Plant Engineering	Proposals	St. Paul, MN	21P297E	12%	12.5%
	Toltz King Duvall Anderson	\$5,000,000	ES	Master Contracts for Mechanical Plant Engineering	Proposals	St. Paul, MN	21P297F	12%	12%

## 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
9	North Shore Track Services Inc	\$5,172,442	MT	Master Contract for Bass Lake Spur Freight Rail Maintenance and Repair II	Bids	Duluth, MN	21P143B	4%	10.2%
10	Visu-Sewer Clean & Seal Inc	\$6,516,524	ES	Coon Rapids: 4-NS-525 Rehabilitation	Bids	Blaine, MN	22P048	14%	14%
11	Genfare LLC	\$7,507,935	MT	Fastfare Farebox Upgrade	Sole Source	Elk Grove, IL	22P408	None	None
12	MN Life Insurance Co	\$8,250,000	RA	Basic and Supplemental Life Insurance RFP	Proposals	St Paul, MN	22P085	None	None
13	Carollo Engineers Inc	\$10,400,000	ES	PLC Renewal and Inspection Services	Proposals	Salt Lake City, UT	21P328	3%	3%
14	Brown and Caldwell	\$18,000,000	ES	Master Contracts for Full Service and Process Mechanical Plant Engineering	Proposals	San Francisco, CA	21P297A	12%	12.04%
15	AP Midwest LLC	\$47,126,000	ES	MWWTP Services Buildings & Site Improvements Project	Proposals	Minneapolis, MN	21P015	12%	15.44%

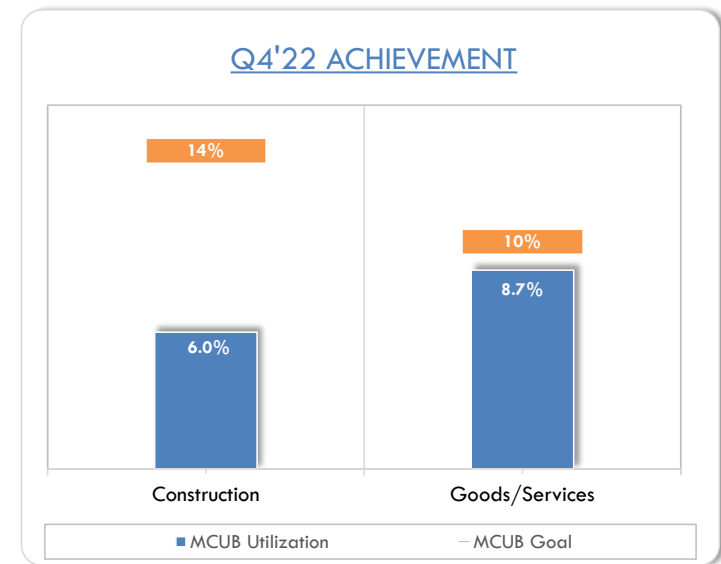
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## Q4 2022 – MCUB Utilization Summary

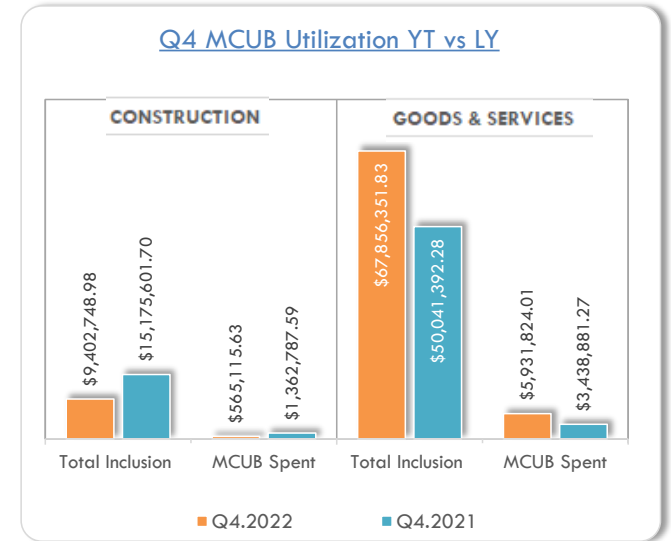
### Total Spend and MCUB Utilization

<b>A. Total Spend (PO &amp; Pcard)- All divisions:</b>	\$233,524,508.72	
<b>B. Total Exclusions</b>	\$156,265,407.91	67%
<b>C. Total Inclusions</b>	\$77,259,100.81	33%
<i>MCUB Total Construction Spend</i>	\$565,115.6	0.73%
<i>MCUB Total Goods/Services Spend</i>	\$5,931,824.01	7.68%
<b>D. Total MCUB commitment</b>	\$6,496,939.64	8.4%
<i>MCUB Total Construction Spend</i>	\$565,115.6	8.70%
<i>MCUB Total Goods/Services Spend</i>	\$5,931,824.01	91.30%



## Comparison Q4 YT and Q4 LY

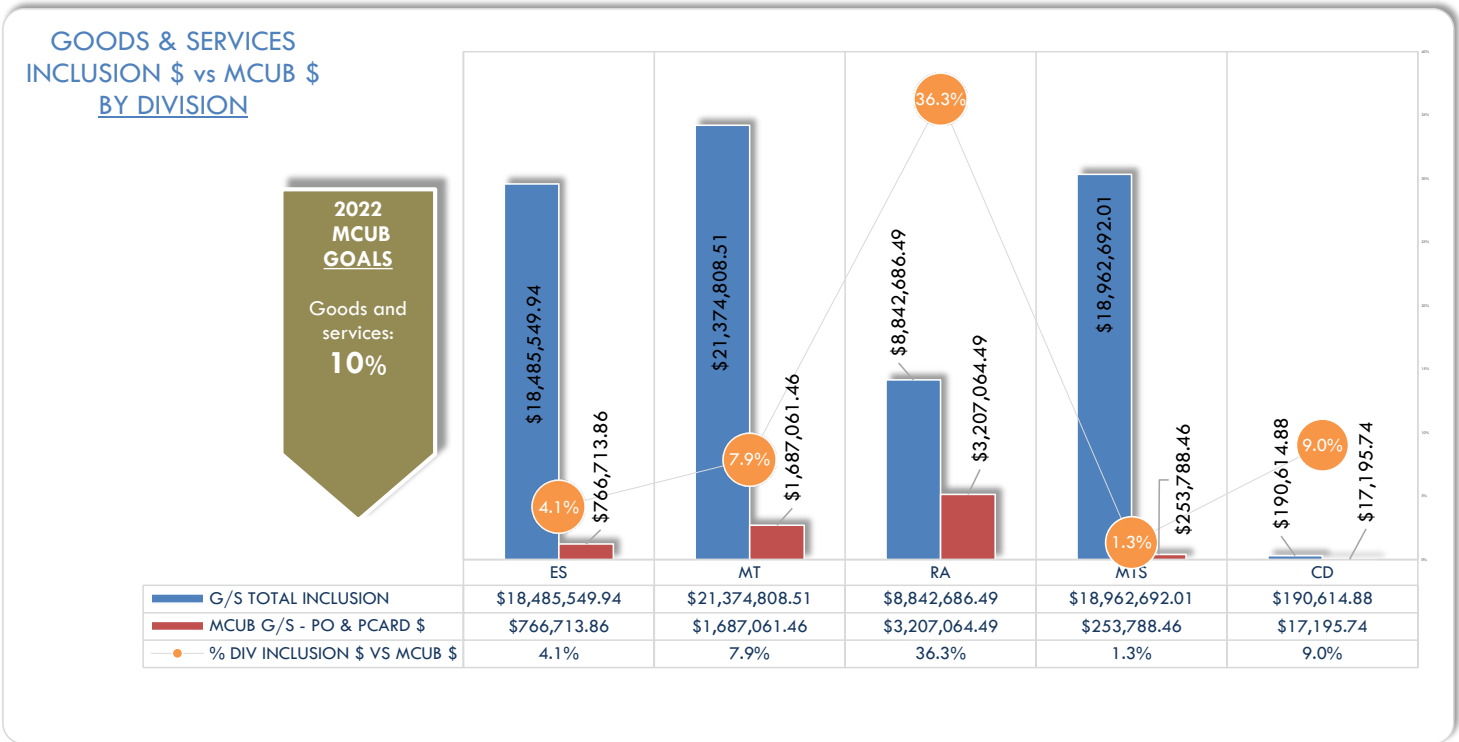
	Q4 YT	Q4 LY	
<b>A. Total Spend (PO &amp; Pcard)- All divisions:</b>	\$233,524,508.72	\$287,326,282.47	<b>18.7% decrease</b>
<b>B. Total Exclusions</b>	\$156,265,407.91	\$222,109,288.49	<b>29.6% decrease</b>
<b>C. Total Inclusions</b>	\$77,259,100.81	\$65,216,993.98	<b>18.5% increase</b>
<b>D. Total MCUB commitment</b>	\$6,496,939.64	\$4,801,668.86	<b>35.3% increase</b>



### MCUB Utilization YT vs LY

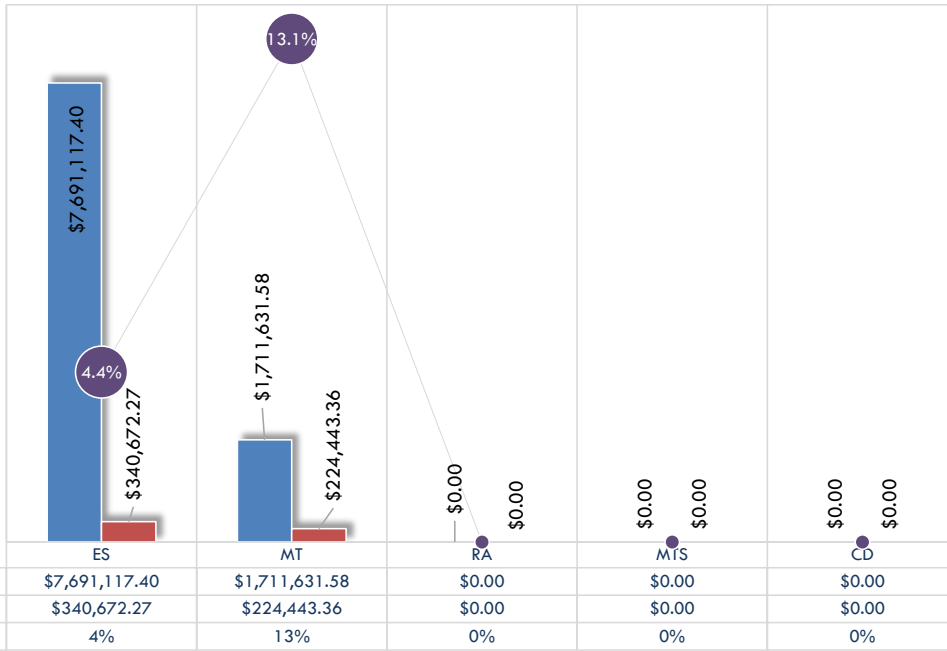
	CONSTRUCTION		GOODS & SERVICES	
	Total Inclusion	MCUB Spent	Total Inclusion	MCUB Spent
<b>Q4.2022</b>	\$9,402,748.98	\$565,115.63	\$67,856,351.83	\$5,931,824.01
<b>Q4.2021</b>	\$15,175,601.70	\$1,362,787.59	\$50,041,392.28	\$3,438,881.27
<b>Spending change</b>	<b>(\$5,772,852.72)</b>	<b>(\$797,671.96)</b>	\$17,814,959.55	\$2,492,942.74
<b>Rate of Change %</b>	<b>-38.04%</b>	<b>-58.53%</b>	<b>35.60%</b>	<b>72.49%</b>

# Spend by Division

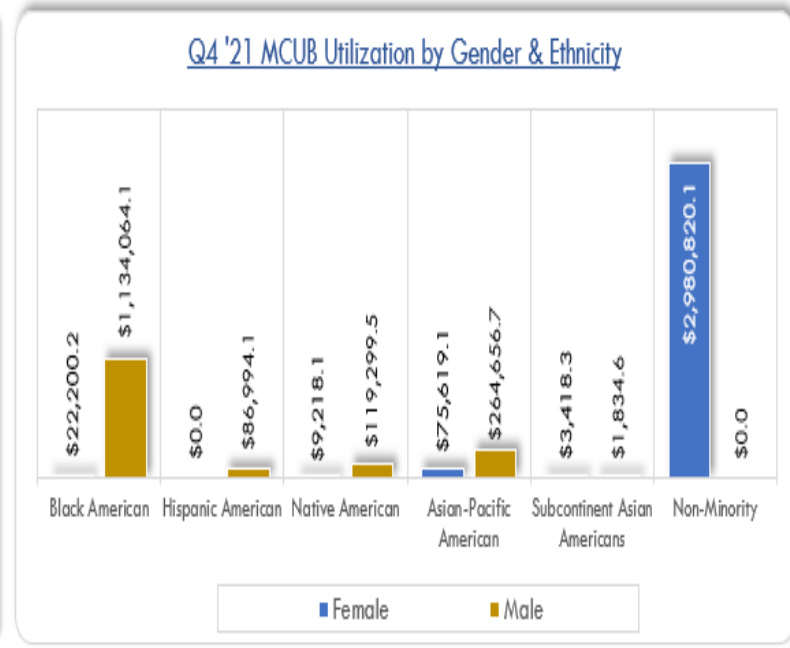
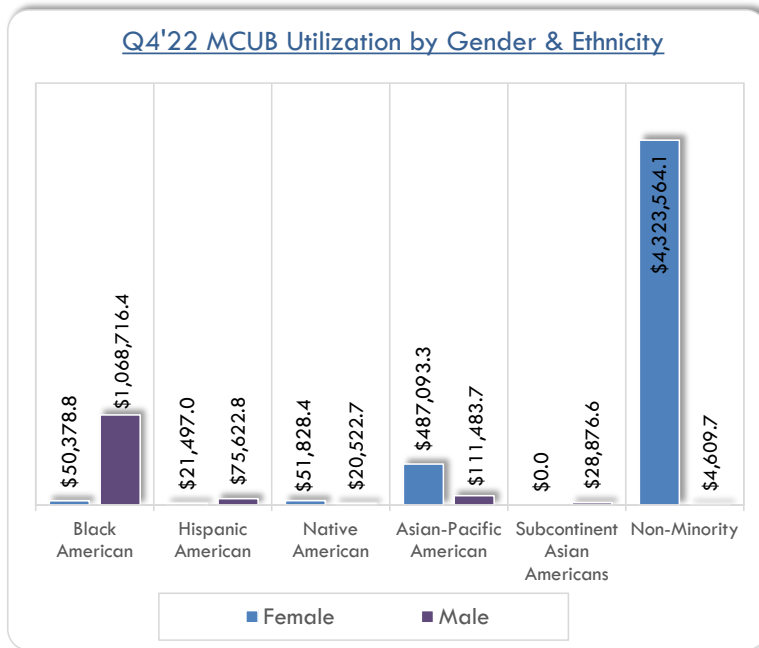


CONSTRUCTION  
INCLUSION \$ vs MCUB \$  
BY DIVISION

2022 MCUB  
GOALS  
Construction  
14%



## Utilization by Gender and Ethnicity / with Q4 2021 Comparison





## Q4 Highlights

- **Successful State Contracts with MCUB Firms**
  - Abundant 180, LLC - \$41,811.25 (Wardrobe Lockers)
  - Vaske Computer - \$92,005.01 (Oracle Support)
- **IS Emergency Declaration MCUB Success**
  - IT Audit Labs - \$106,000.00 (IS Business Analyst)
- **MCUB Select Success**
  - C.O.D Services, LLC - \$86,400.00 (Courier Services)
- **MCUB Preference Success**
  - Lighten Up, LLC-\$53,606.33 (MSP Tunnel Light Fixtures)
- **MCUB Partnership with New Flyer**
  - B & L started supplying New Flyer components in September 2022
  - Spend with B & L in Q3 2022 was \$26,476.98
  - Spend with B & L in Q4 2022 was \$115,398.82
- **New DBE Orientation held in November**
  - All MN based DBEs are MCUB firms -30 unique firms attended
  - OEEO presented along with MnDOT, Metropolitan Airport Commission and City of Minneapolis

