

# Information Item

Management Committee



Meeting Date: May 8th, 2024

## Topic

2024 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, Chief Procurement Officer, 651-602-1144; Ashanti Payne, OEEA Assistant Director, 651-602-7660

**Division/Department:** Procurement / OEEA

## 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 \$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.

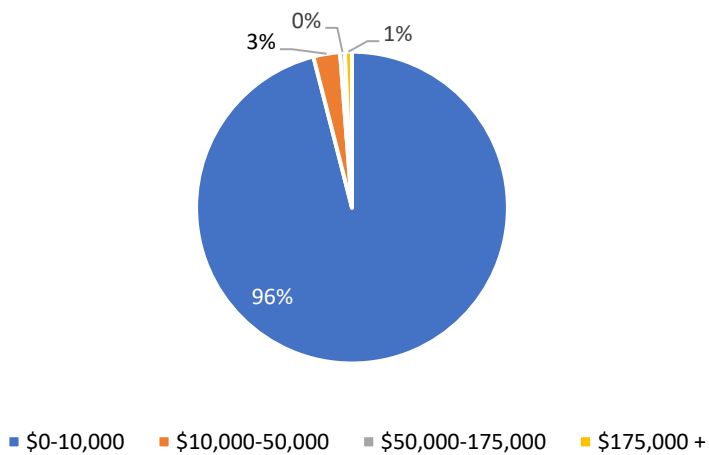
The first quarter 2024 Procurement Summary and OEEA MCUB Information is attached.

# Metropolitan Council

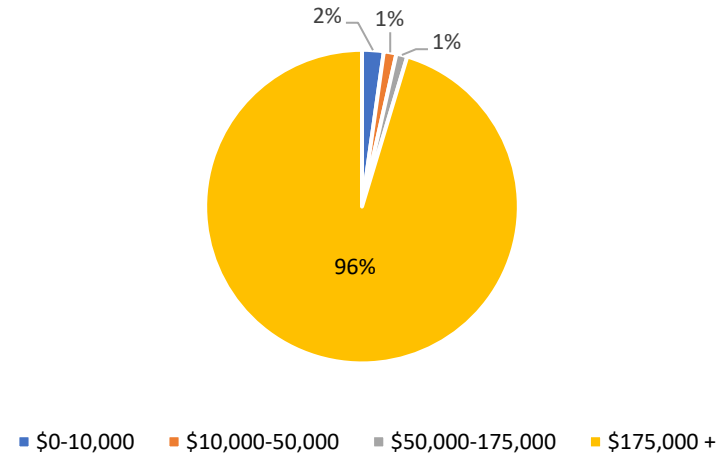
## Procurement Summary Information – First Quarter, 2024

Dollar Amount Range	Number of Procurements		Percent Value \$	Total Value \$	
	First Quarter	YTD	First Quarter	First Quarter	YTD
\$0 - \$10,000	8,306	8,306	2.2%	\$8,413,635	\$8,413,635
\$10,001 - \$50,000	239	239	1.3%	\$4,897,904	\$4,897,904
\$50,001 - \$175,000	43	43	1.1%	\$4,289,320	\$4,289,320
\$175,001 - \$250,000	6	6	.4%	\$1,301,387	\$1,301,387
\$250,001 - \$500,000	19	19	2.0%	\$7,602,058	\$7,602,058
Greater Than \$500,000	38	38	93.0%	\$350,655,749	\$350,655,749
<b>Grand Total</b>	<b>8,651</b>	<b>8,651</b>	<b>100%</b>	<b>\$377,160,053</b>	<b>\$377,160,053</b>

Procurements by # of Transactions Q1-2024



Procurements by Contract \$ Value Q1-2024



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

### Award Based on Requests for Proposals

#	Contractor	Amount	Division	Description	Contractor Location	Contract Number	DBE/MCUB Goal	DBE/MCUB Commitment
1	PROJECT SOLUTIONS INC	\$200,000	RA	Support Services for Metropolitan Council Underutilized Businesses (MCUB)	Rapid City, SD	23P043	0.0%	0.0%
2	CHERRYROAD TECHNOLOGIES INC	\$250,000	RA	Peoplesoft Administration Outsourced Support	Parsippany, NJ	22P147	0.0%	0.0%

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

### Award Based on Invitation for Bids

#	Contractor	Amount	Division	Description	Contractor Location	Contract Number	DBE/MCUB Goal	DBE/MCUB Commitment
1	PREMIER ELECTRICAL CORP	\$244,075	MT	East Metro Electrification Switchgear	Brooklyn Park, MN	23P235	0.0%	0.0%

## 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	COMCAST	\$189,360	RA	New Comcast Domain for Northstar SCADA	Exemption	City of Industry, CA	23M064	0.0%	0.0%
2	HITACHI RAIL STS USA INC	\$192,300	MT	Switch Machine Control Equipment	Sole Source	Chicago, IL	24P013	0.0%	0.0%
3	WESTCODE INCORPORATED	\$225,652	MT	Signaling On-Call Master Agreement	Sole Source	Chadds Ford, PA	23P230	0.0%	0.0%

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

### Award Based on Formal Invitation for Bids

#	Contractor	Amount	Division	Description	Contractor Location	Contract Number	DBE/ MCUB Goal	DBE/ MCUB Commitment
1	US AIR FILTRATION INC	\$448,485	ES	2024-2026 Dust Collector Bags and Cages Supply - SMB Baghouses	Tyler, TX	23P198	0.0%	0.0%

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

### Award Based on Request for Proposals

#	Contractor	Amount	Division	Description	Contractor Location	Contract Number	DBE/ MCUB Goal	DBE/ MCUB Commitment
1	Bolton & Menk Inc	\$335,084	MTS	Aviation Planning Consulting Services	Mankato, MN	23P105	0.0%	0.0%

## 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	HANOVER DISPLAYS	\$264,900	MT	Hanover Signs	Sole Source	Elk Grove Village, IL	24P032	0.0%	0.0%
2	SIEMENS MOBILITY INC	\$265,992	MT	Storage Barn Vane Relays & Components	Sole Source	Sacramento, CA	24P012	0.0%	0.0%
3	VESSCO INC	\$300,000	ES	EPS out fall and wet well actuator replacement project	Sole Source	Chanhassen, MN	24P036	0.0%	0.0%
4	AFTERMARKET PARTS CO DBA NEW FLYER PARTS	\$300,000	MT	Proprietary Parts for New Flyer Buses	Sole Source	Chicago, IL	24P001	0.0%	0.0%
5	SUMTOTAL SYSTEMS LLC	\$359,147	RA	Enterprise Learning Management System Renewal with Cornerstone	Sole Source	Dallas, TX	23P361	0.0%	0.0%
6	JOHNSON CONTROLS FIRE PROTECTION LP	\$400,000	ES	Upgrade the existing 4120 network to the new ES NET network	Cooperative Purchasing Agreement	Palatine, IL	24P028	0.0%	0.0%
7	ZIEGLER INC	\$400,000	ES	Ziegler Generator and Equipment repair contract.	Sole Source	Minneapolis, MN	23P236	0.0%	0.0%

## 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	MID-AMERICA DYNAMICS INC	\$450,000	ES	Replacement Monitors for the 7 Compressors at Metro Plant	Sole Source	Lisle, IL	23P216	0.0%	0.0%
9	SCHWING BIOSET	\$450,000	ES	Solids Pumping Equipment	Sole Source	Somerset, WI	24P037	0.0%	0.0%
10	GILLIG CORP	\$450,000	MT	Proprietary Parts for Gillig Buses	Sole Source	San Francisco, CA	24P003	0.0%	0.0%
11	INFORMATION SYSTEMS CORP	\$450,000	RA	Annual Renewal of AppEnhancer and Scanner Support	Sole Source	Fargo, ND	24P024	0.0%	0.0%
12	CARAHSOFT TECHNOLOGY GROUP	\$450,849	RA	Rider Alert Text service	Cooperative Purchasing Agreement	Reston, VA	24P027	0.0%	0.0%
13	PARAGON DEVELOPMENT SYSTEMS INC	\$462,102	RA	Checkpoint Annual Renewal	Cooperative Purchasing Agreement	Detroit, MI	24P089	0.0%	0.0%
14	FLOWBIRD AMERICA INC	\$480,000	MT	Parkeon Flowbird Fees and Maintenance	Sole Source	Moorestown, NJ	23P226	0.0%	0.0%

## 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
15	GENFARE, LLC	\$480,000	MT	Genfare Yearly Sole Source	Sole Source	Atlanta, GA	23P224	0.0%	0.0%
16	ORGO-THERMIT INC	\$480,500	MT	Rail Grinding	Sole Source	Manchester, NJ	24P008	0.0%	0.0%
17	OBERON TECHNOLOGIES INC	\$500,000	RA	Arbor Text and Titania	Sole Source	Ann Arbor, MI	23P363	0.0%	0.0%



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

### Award Based on Formal Invitation for Bids

#	Contractor	Amount	Division	Description	Contractor Location	Contract Number	MCUB/DBE Goal	MCUB/DBE Commitment
1	AMERICAN LIBERTY CONSTRUCTION	\$1,395,000	MT	MJR Change in Use	Rockford, MN	23P343	8.0%	8.6%
2	MORCON CONSTRUCTION INC	\$2,649,500	MT	Overhead Doors Replacement	Fridley, MN	23P190	10.0%	10.7%
3	DEM-CON COMPANIES	\$2,745,000	ES	Metro Plant & Seneca Waste Incinerator Ash Transport & Disposal	Shakopee, MN	23P089	4.0%	55.0%
4	4RMULA LLP	\$3,471,311	MT	Blue Line Midtown Station Renovation Design	St Paul, MN	23P050	12.0%	47.3%
5	MINGER CONSTRUCTION INC	\$4,260,826	ES	Interceptor Rehabilitation in Mound, MN	Jordan, MN	23P188	12.0%	12.8%
6	HAWKINS INC	\$6,990,000	ES	Purchase of Bulk Ferric Chloride	Minneapolis, MN	23P153	0.0%	0.0%
7	THOMAS AND SONS CONSTRUCTION INC	\$23,787,228	MT	Metro B Line Construction West	Rogers, MN	23P079	13.0%	15.4%
8	MANSFIELD OIL COMPANY	\$92,567,451	MT	Bus Diesel Fuel for Metro Transit	Dallas, TX	23P158	0.0%	0.0%
9	FIRST TRANSIT INC	\$131,532,600	MTS	MTS Waiver Transportation Program	Minneapolis, MN	23P011	1.0%	1.4%

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

### Award Based on Request for Proposals

#	Contractor	Amount	Division	Description	Contractor Location	Contract Number	MCUB/DBE Goal	MCUB/DBE Commitment
1	22 <sup>ND</sup> CENTURY TECHNOLOGIES INC	\$741,928	RA	IT Professional Services & staff Augmentation	Mclean, VA	22P172A	0.0%	0.0%
2	ABACUS SERVICE CORPORATION	\$741,928	RA	IT Professional Services & staff Augmentation	Southfield, MI	22P172B	0.0%	0.0%
3	BEACON SYSTEMS INC	\$741,928	RA	IT Professional Services & staff Augmentation	Coral springs, FL	22P172D	0.0%	0.0%
4	CALIFORNIA CREATIVE SOLUTIONS LTD	\$741,928	RA	IT Professional Services & staff Augmentation	Poway, CA	22P172E	0.0%	0.0%
5	DEV CARE SOLUTIONS LTD	\$741,928	RA	IT Professional Services & staff Augmentation	Westerville, OH	22P172H	0.0%	0.0%
6	EPATHUSA INC	\$741,928	RA	IT Professional Services & staff Augmentation	West Des Moines, IA	22P172K	0.0%	0.0%
7	HONORVET TECHNOLOGIES	\$741,928	RA	IT Professional Services & staff Augmentation	Fairfield, NJ	22P172O	0.0%	0.0%
8	ICEBERG TECHNOLOGY GROUP	\$741,928	RA	IT Professional Services & staff Augmentation	Shakopee, MN	22P172P	0.0%	0.0%
9	KORTECH CONSULTING INC	\$741,928	RA	IT Professional Services & staff Augmentation	Oakdale, MN	22P172V	0.0%	100.0%

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

### Award Based on Request for Proposals

#	Contractor	Amount	Division	Description	Contractor Location	Contract Number	MCUB/DBE Goal	MCUB/DBE Commitment
10	MARCO GROUP INC	\$741,928	RA	IT Professional Services & staff Augmentation	Minneapolis, MN	22P172EE	0.0%	0.0%
11	RK CONSULTANCY SERVICES INC	\$741,928	RA	IT Professional Services & staff Augmentation	St Paul, MN	22P172BB	0.0%	100.0%
12	TECHZAVY INC	\$741,928	RA	IT Professional Services & staff Augmentation	Rochester, MN	22P172DD	0.0%	100.0%
13	ENCLIPSE CORP	\$1,200,000	RA	IT Professional Services & staff Augmentation	Dublin, CA	22P172I	0.0%	100.0%
14	ERP ANALYSTS	\$1,200,000	RA	IT Professional Services & staff Augmentation	Dublin, OH	22P172L	0.0%	0.0%
15	HIGHCLOUD SOLUTIONS INC	\$1,200,000	RA	IT Professional Services & staff Augmentation	St Paul, MN	22P172N	0.0%	100.0%
16	INTERNATIONAL PROJECTS CONSULTANCY SRVCS	\$1,200,000	RA	IT Professional Services & staff Augmentation	St Louis Park	22P172R	0.0%	100.0%
17	IRA IT SOLUTIONS INC	\$1,200,000	RA	IT Professional Services & staff Augmentation	Eden Prairie, MN	22P172S	0.0%	100.0%
18	IT AUDIT LABS	\$1,200,000	RA	IT Professional Services & staff Augmentation	St Paul, MN	22P172T	0.0%	100.0%

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

### Award Based on Request for Proposals

#	Contractor	Amount	Division	Description	Contractor Location	Contract Number	MCUB/DBE Goal	MCUB/DBE Commitment
19	KNZ SOLUTIONS INC	\$1,200,000	RA	IT Professional Services & staff Augmentation	Vienna, VA	22P172U	0.0%	100.0%
20	PARAGON DEVELOPMENT SYSTEMS INC	\$1,200,000	RA	IT Professional Services & staff Augmentation	Detroit, MI	22P172X	0.0%	0.0%
21	EVOLVERS GROUP LP	\$1,200,000	RA	IT Professional Services & staff Augmentation	Flower mound, TX	22P172M	0.0%	0.0%
22	TRANSPORTATION PLUS SERVICE	\$3,165,000	MTS	Airport Dial-a-Ride Services	New Hope, MN	23P201	0.0%	0.0%
23	HDR ENGINEERING INC	\$3,858,246	MT	Metro Blue Line Light Rail Extension Project- Supplemental FEIS	St Louis Park, MN	23P182	20.0%	20.0%

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

### Award Based on All Other Processes

#	Contractor	Amount	Division	Description	Solicitation Method	Contractor Location	Contract Number	MCUB/DBE Goal	MCUB/DBE Commitment
1	MOTOROLA SOLUTIONS INC	\$567,262	MTS	Metro Mobility Radios	Cooperative Purchasing Agreement	Chicago, IL	23P203	0.0%	0.0%
2	NORTH CENTRAL BUS & EQUIPMENT	\$1,388,406	MTS	6 Small Low Floor Buses for MVTA	Cooperative Purchasing Agreement	St Cloud, MN	23P166	TVM	TVM
3	NORTH CENTRAL BUS & EQUIPMENT	\$2,478,960	MTS	2024 Metro Mobility Fleet Expansion - 16 Buses	Cooperative Purchasing Agreement	St Cloud, MN	23P238	TVM	TVM
4	MINGER CONSTRUCTION INC	\$3,500,000	ES	MCES Emergency Project 802802	Emergency Declaration	Jordan, MN	PO# 24000997	0.0%	0.0%
5	HOGLUND BUS COMPANY	\$4,274,816	MTS	2023 transit Link Bus Purchase- 28 Buses	Cooperative Purchasing Agreement	Willmar, MN	23P239	TVM	TVM
6	CUBIC TRANSPORTATION SYSTEMS INC	\$33,321,008	MT	Fare Collection System Upgrade	Sole source	Los Angeles, CA	24P004	0.0%	0.0%

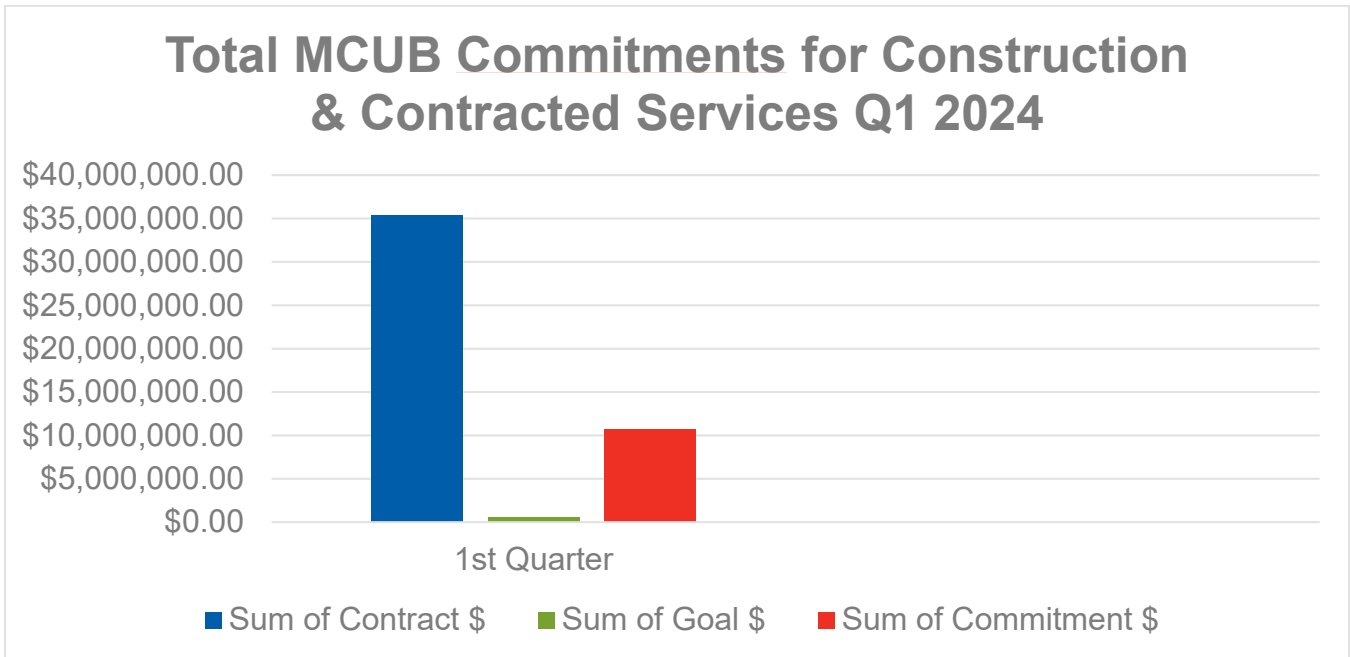
TVM- Transit Vehicle Manufacturer's Goals



# METROPOLITAN COUNCIL

MCUB Utilization Summary / Q1 2024

**2024**  
**MCUB**  
**GOAL**  
 Construction & Contracted Services:  
**14%**

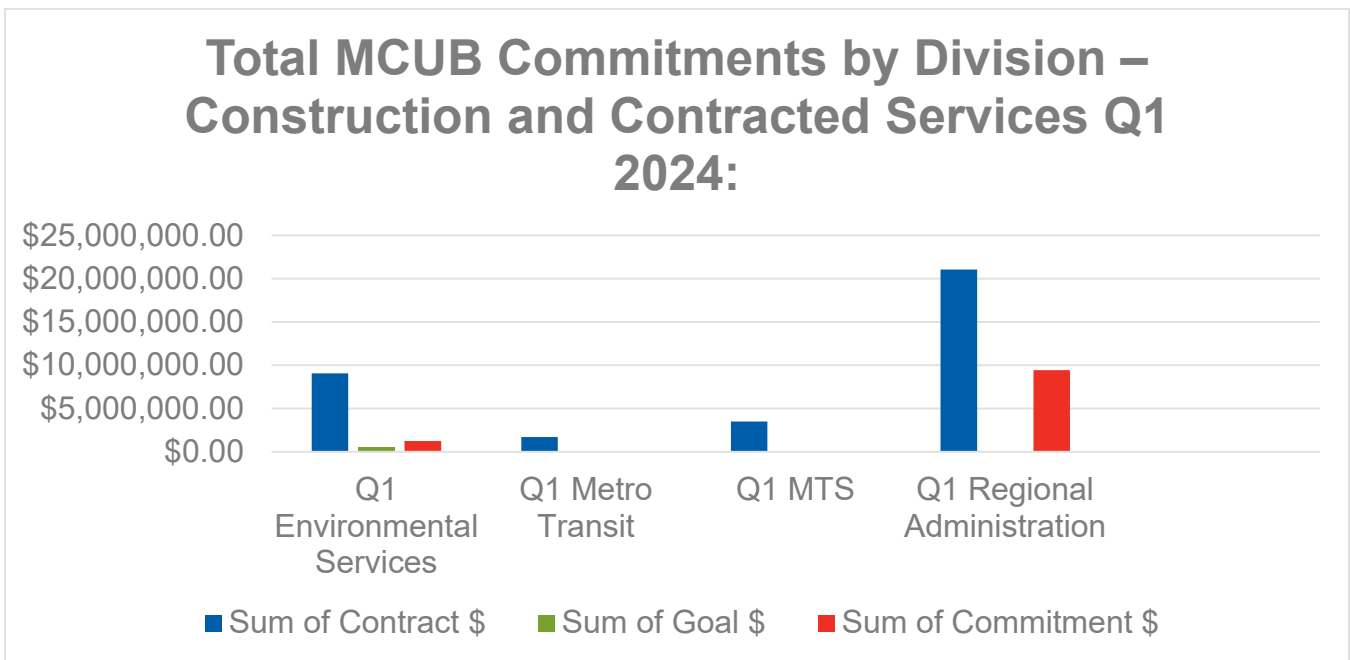


Sum of Contract \$	Sum of Goal \$	Sum of Commitment \$	MCUB %	2024
\$35,320,553.75	\$522,529.22	\$10,669,053.00	30.2%	Q1

**Total MCUB Commitments (Gender & Ethnicity) Q1 2024:**

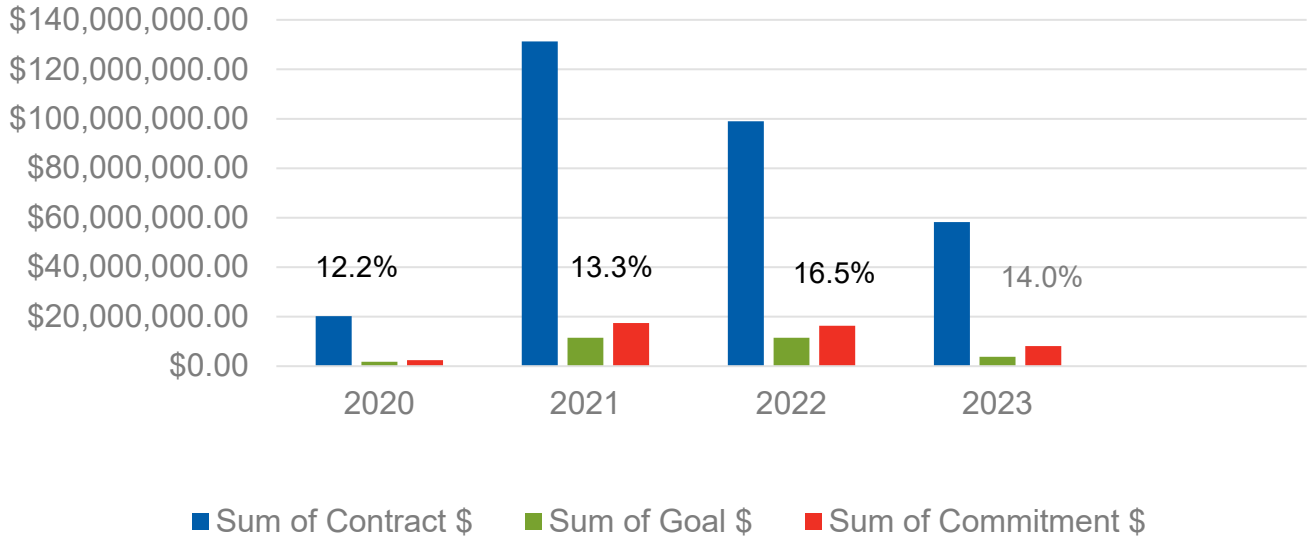
MCUB Firms Ethnicity	Women	Men
Black American	\$25,404.00	\$2,400,000.00
Hispanic American	\$0.00	\$0.00
Native American	\$0.00	\$0.00
Asian-Pacific American	\$2,534,985.00	\$845,955.65
Subcontinent Asian Americans	\$0.00	\$2,683,856.00
Non-Minority	\$978,851.93	\$0.00

**Total MCUB Commitments By Division Q1 2024:**



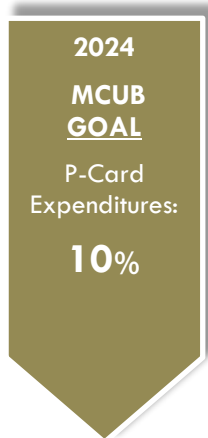
Division	Sum of Contract \$	Sum of Goal \$	Commitment \$	MCUB %
MCES	\$9,061,084.75	\$522,529.22	\$1,243,269.00	13.7%
Metro Transit	\$1,705,400.00	\$0.00	\$0.00	0.0%
MTS	\$3,500,084.00	\$0.00	\$0.00	0.0%
RA	\$21,053,985.00	\$0.00	\$9,425,784.00	44.8%
<b>Total</b>	<b>\$35,320,553.75</b>	<b>\$522,529.22</b>	<b>\$10,669,053.00</b>	<b>30.2%</b>

## Historical MCUB Commitment Data:



## MCUB Payment Data

### Total P-Card Expenditures Q1 2024:

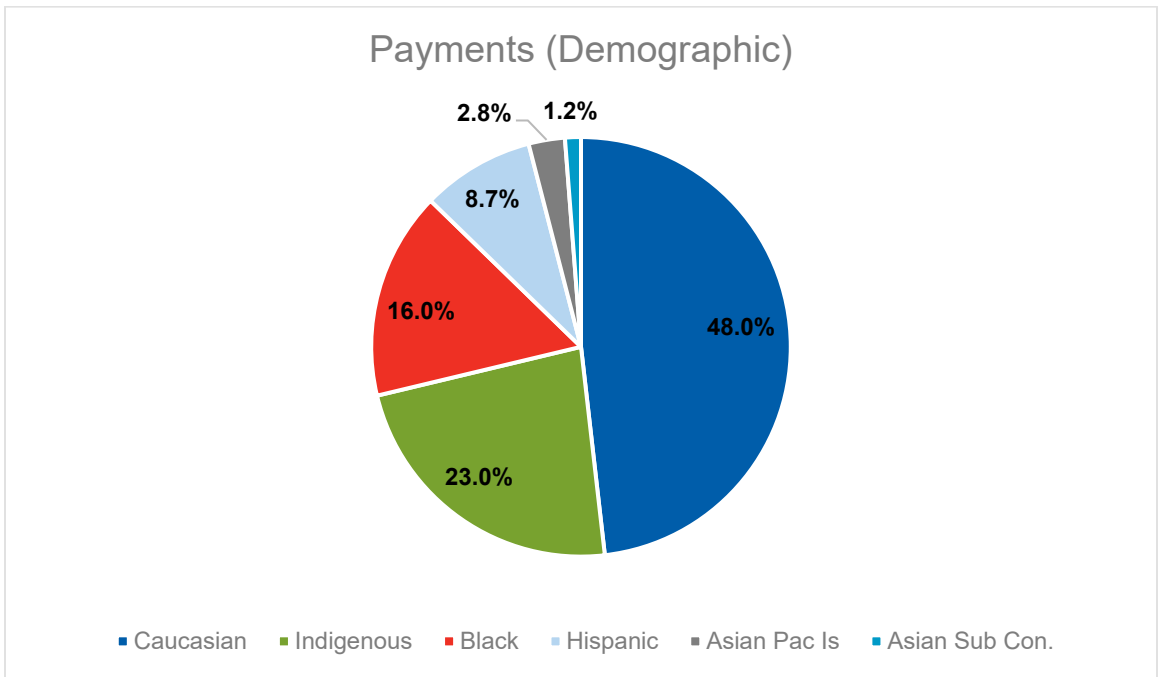


Division	P-Card Total	P-Card Exclude	P-Card Include	P-Card MCUB	% MCUB
Metro Transit	\$997,582.40	\$160,056.14	\$837,526.26	\$34,261.49	4.1%
MCES	\$246,302.69	\$66,253.47	\$180,049.22	\$2,742.29	1.5%
RA	\$253,579.78	\$96,821.40	\$156,758.38	\$9,320.37	6.0%
MTS	\$26,881.99	\$26,007.48	\$874.51	\$518.11	59.3%
CD	\$46,937.17	\$32,313.54	\$14,623.63	\$1,545.38	10.6%
<b>Total</b>	<b>\$1,571,284.03</b>	<b>\$381,452.03</b>	<b>\$1,189,832.00</b>	<b>\$48,387.64</b>	<b>4.1%</b>



**Total MCUB Payments Q1 2024 = \$7,738,007.30**

MCUB Payments \$					
Ethnicity	PO Goods & Svcs. MCUB	PO Const. MCUB	Sub Contractor MCUB	P-Card MCUB	Total
Caucasian	\$1,765,455.33	\$0.00	\$1,912,597.70	\$38,706.40	\$3,716,759.43
Indigenous	\$77,834.08	\$0.00	\$1,700,949.51	\$1,334.54	\$1,780,118.13
Black	\$1,206,736.32	\$0.00	\$20,886.53	\$7,646.70	\$1,235,269.55
Hispanic	\$166,045.38	\$0.00	\$506,095.12	\$0.00	\$672,140.50
Asian PI	\$187,433.43	\$0.00	\$28,000.00	\$700.00	\$216,133.43
Asian SC	\$0.00	\$0.00	\$94,630.10	\$0.00	\$94,630.10
<b>Total</b>	<b>\$3,426,460.70</b>	<b>\$0.00</b>	<b>\$4,263,158.96</b>	<b>\$48,387.64</b>	<b>\$7,738,007.30</b>



Number of Unique MCUB Firms	Female	Male
Black American	6	17
Hispanic American	2	7
Native American	3	3
Asian-Pacific American	5	2
Subcontinent Asian Americans	0	1
Non-Minority	67	6

## **2024 Q1 MCUB Highlights:**

### **MCUB Direct Spend Success** (Micro purchases up to \$25K)

Q1 2023 MCUB Direct Spend was 14%

Q1 2024 MCUB Direct Spend was 20%

### **MCUB Preference Success**

JPMI Construction-\$31,060.80 (Sign removal and Installation)

### **MCUB State Contract Success**

Vaske Computer-\$137,756.70 (Oracle Software)

### **MCUB Partnership with New Flyer**

B & L started as a distributor of 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

Spend with B&L in Q1 2023 was \$175,036.03

Spend with B&L in Q2 2023 was \$388,252.35

Spend with B&L in Q1 2024 was \$349,547.48

### **MCUB Partnership with Gillig**

MA Associates Started as a distributor of Gillig components in September 2023

Q1 spend in 2023 was \$322,319.83

Q1 spend in 2024 was \$743,373.09

**OEEO held first Small Business contracting training for goal setting process as part of Engage OEEO Outreach Series**

**OEEO and Procurement had a table at the SADBOC Procurement Fair**

**OEEO represented the Metropolitan Council at the Hennepin County Procurement Fair**

**Contract 23P043-Support Services for MCUBs was awarded to Project Solutions, Inc.**

**Small Business Equity Audit Led by OEEO conducted data analysis, internal and external engagement sessions.**