

First Quarter 2025 Procurement Summary



Procurement Summary: 1st Quarter 2025

Monitoring spending trends

Category assessment allow prioritization of spend management.

- 96% of procurements for less than \$10,000.
- 84% of total spend in procurements greater than \$500,000
- What does this data tell us?
 - We can focus our efforts on the procurement methods for our largest and smallest purchases to streamline sourcing activities.
 - By sourcing our micro purchases through the direct select procurement method with Metropolitan Underutilized Businesses (MCUB), quarter one spend with MCUBs for micro purchases was 36% which is the highest amount in this category since the inception of the program.

Detailed data on appendix slide 24, 42

Invitation for Bids Highlights

Procurement of goods, non construction and construction projects through Invitation for Bids.

- 87.5% of Invitation for Bids that had a MCUB requirement were awarded to companies that made MCUB commitments that exceeded the requirement.
- A custodial contract for the Robert Street Office was awarded to a MCUB performing 100% of services.
- Blue Line State of Good Repair Phase III work to begin August 2025 (\$80M)

Request for Proposals Highlights

Procurement of professional services through Request for Proposals

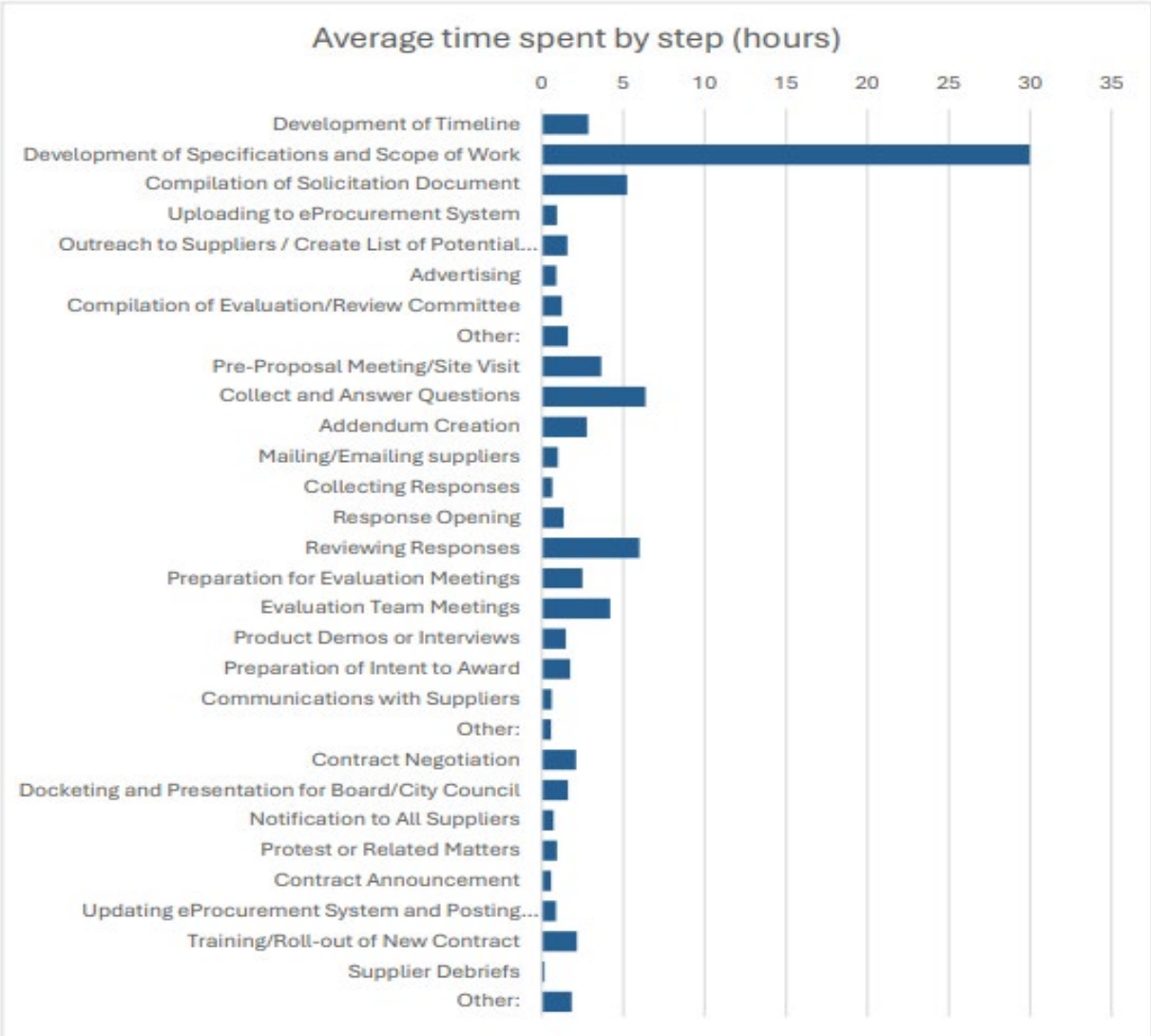
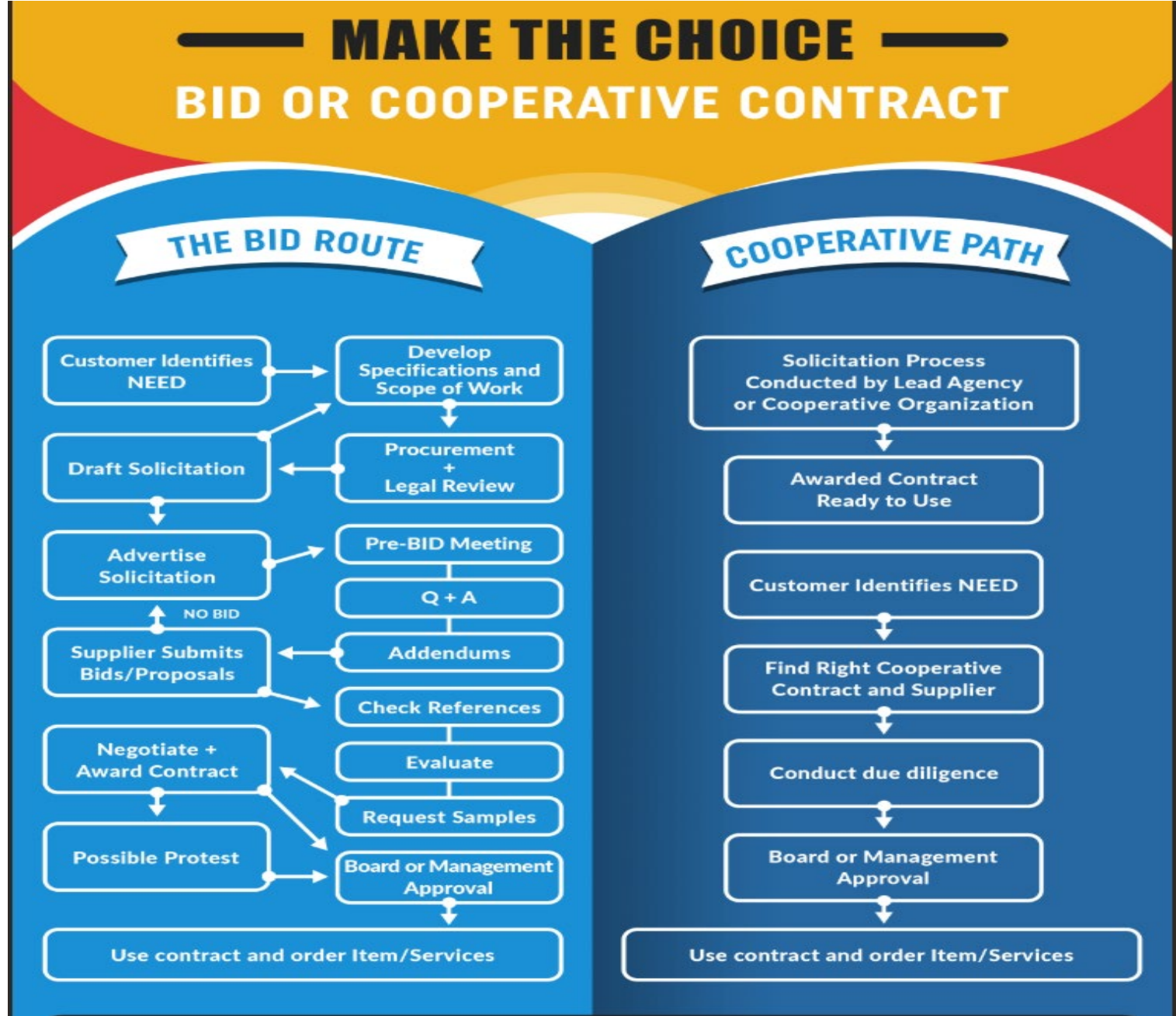
- 50% of Requests for Proposals that had an MCUB requirement were awarded firms that made MCUB commitments that exceeded the requirement.
- Homeless Action Team outreach contract award to Mental Health Minnesota
- Expansion of the Metro Mobility on demand services to two new providers for a total of three options of service providers for customers.

Other Processes Highlights – Cooperative Purchasing Venture

Procurement Exemptions, Sole Sources and CPV's

- Approximately half of this category procurements were completed through the utilization of Cooperative Purchasing Ventures (CPVs).
- The National Cooperative Procurement Partners, the Professional Association for Cooperative Procurement conducted an eight-month study in 2024 that aimed to quantify the personnel hours and direct expenses involved in solicitations across different entities within the US. By understanding these costs and sharing the results with public procurement teams, the Council can strategize and prioritize solicitation efforts more effectively and optimize resource allocation.
- The final report indicated that the average cost savings for complex projects is \$17,400.

Cooperative Purchasing Venture

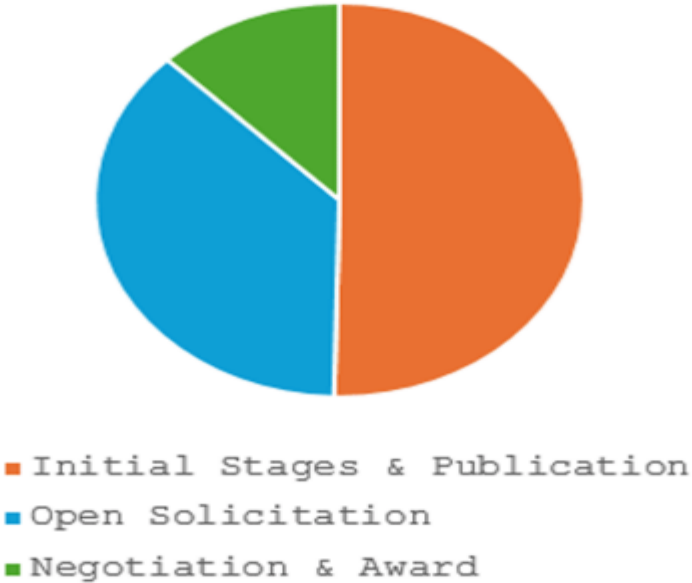


Time and Cost Savings

Phases of Process:

Based on the submitted data, the average amount of personnel hours that it takes to complete a project is 87.1 hours. Complex projects take substantially longer (138.7 hours) than non-complex projects (42.9 hours).

Average time spent by phase



COST TO PROCURE

It takes time and personnel resources – real costs – to issue and manage a solicitation process with a resulting contract. While this NCPP RFP Tracking Project is a small sampling of the hundreds of thousands of solicitations issued annually, it provides valuable cost estimates and insight into the actual staffing expenditures associated with procurement.

Conclusion: Based on the cost figures provided in this report, it may be prudent for a government team to estimate the cost of the actual item or service being purchased and determine if the cost to procure is greater or equivalent to the cost of the actual purchase. If this is the case, turning to another entity, state or cooperative contract might be a better strategic solution; otherwise, the entity is essentially doubling the cost of the purchase.

Tariff Talk



- Procurement is working with Finance and the Office of General Counsel to establish guidance for internal staff.
- The Council recognizes the growing economic impacts of tariffs on the suppliers we contract with to carry out projects and programs that provide economic, environmental, and social benefits to our communities.
- Initial economic indicators show that small to medium sized businesses will be among the hardest hit by tariff impacts.
- Procurement is looking at ways to mitigate the impacts as best we can to protect our suppliers and the taxpayers who invest in Council programs and projects.
- Potential mitigation includes proposed contract language that would give suppliers, contractors, and subcontractors the ability to adjust pricing on materials they can document were impacted by tariffs.
- Procurement will continue to monitor tariff-related issues and impacts and provide regular updates and support to our agency and supplier customers with information and guidance.

MCUB Participation Summary

Q1 2025



Ashanti Payne, Assistant Director Office of Equity and Equal Opportunity

Measuring Success



Commitments

- Construction & Contracted Services
- Tells us How we are doing right now!
- How compliance is assessed

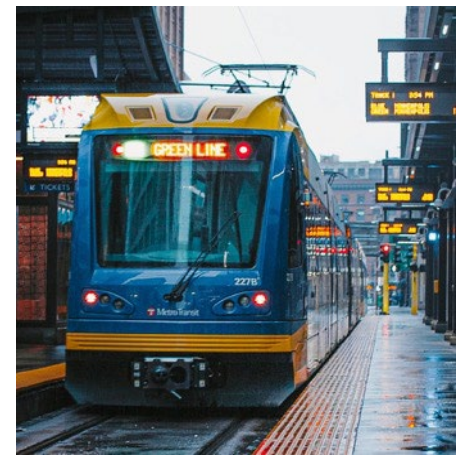
Payments

- Environmental Protection Agency (EPA)/Public Facilities Authority (PFA)
- P-Card
- Individual Project
- Purchase Orders
- US DOT/FTA

Include Exclude Rules

Exclusion Categories

- Dues and Subscriptions
- Employment Advertising
- Federal/Local Match
- Grant Procurement
- Insurance Expenses
- Interagency Procurement
- Lease Payments
- Legal Notices
- License and Permit Fees
- Local Travel
- Non-Local Travel
- Other Procurement
- Pass-Through Grants
- Payroll and Benefits
- Payroll Clearing
- Postage
- Professional Development
- Rent
- Subscription Fees
- Travel
- Travel Expense
- Utilities Expense



Commitment Data



Commitment Data:

Council as a Whole

- The Metropolitan Council did not meet the 14% goal

Demographics

- Asian-Pacific Men and Caucasian Women were the only participants in contracts executed Q1 2025

Council Divisions

- None of the Five Divisions met the 14% goal Q1 2025

Commitment Trend Data

MCUB participation has been trending up since 2020 with a slight dip in 2023.

2022 represented our highest achievement to date.

Current Payment Data



P-Card Payments: 10% Goal

- Met Council achieved 3.4% percent MCUB participation with P-Card payments in Q1
- Regional Administration was the only Division that met the goal. RA achieved 13.6% P-Card spend Q1 2025

P-Card Trends

- We are trending down the past two years compared previous years
- 2023 saw our highest P-Card spend – 5.6%

MCUB Payments Q1 2025

- We had payment distribution to MCUBs across all racial and gender categories
- The highest amount of spend was in goods & services.

PO Payments (Construction) Trend Data

- We made \$160,872 direct payments to MCUB firms on construction projects Q1 2025
- 2022 represents the highest amount of direct payments made to MCUBs on construction projects - \$1,053,275.68

2025 Q1 MCUB Highlights

- We are continuing to see success in our supplier diversity efforts
- Supplier diversity relationships have recently expanded with the inclusion of Fastenal
- Q1 2025 MCUB Direct Spend was 36% (Highest Quarter in Data Set going back to Q1 2019)
- There are opportunities for Mn-based small businesses in the utilization of our Mn State Cooperative Contract

Contract 23P043 – Support Services for MCUBs Awarded to Project Solutions

- 63 MCUB firms took advantage of the training and supportive services offered by the Metropolitan Council Q1
- How to Estimate & Bid continues to be our most popular course
- All small businesses that registered for the One-on-One business consultation services attended those sessions
- We added and adapted services for 2025 based on what we learned through our Quality Control process

Thank You!

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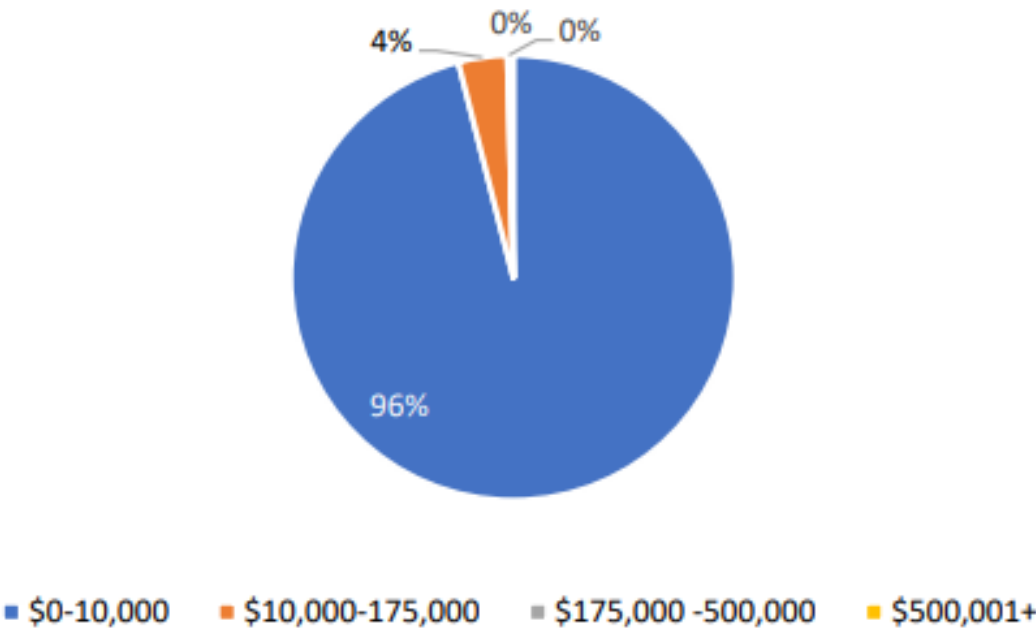
Appendix



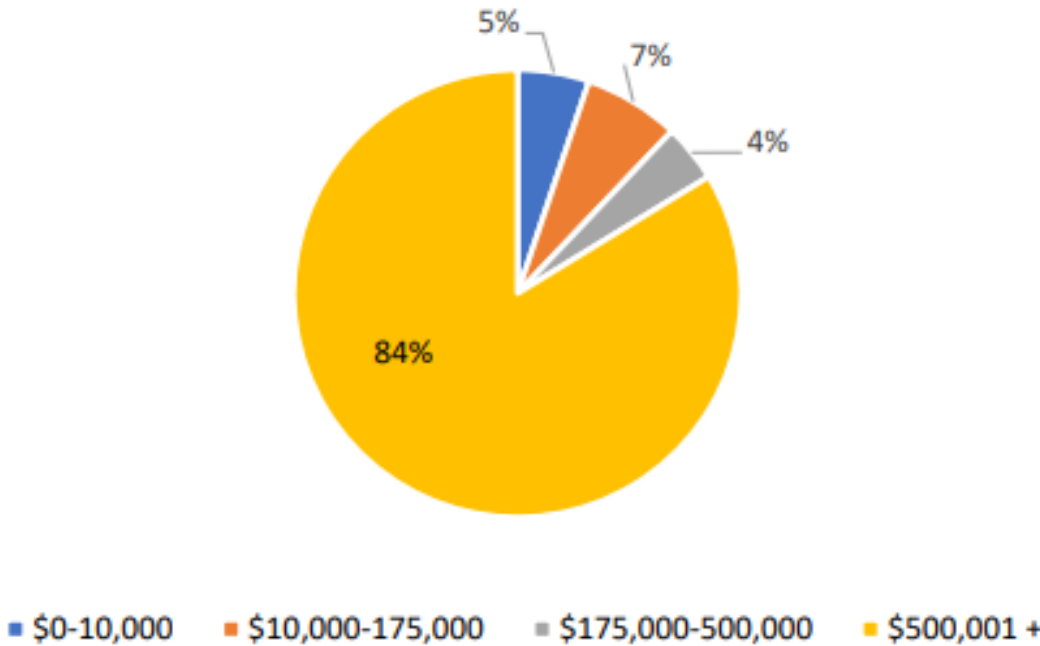
Procurement Summary: Quarter 1, 2025

\$0 - \$10,000	10,234	10,234	5.2%	\$10,364,385	\$10,364,385
\$10,001 - \$175,000	378	378	6.9%	\$13,885,982	\$13,885,982
\$175,001 - \$500,000	25	25	4.2%	\$8,369,441	\$8,369,441
Greater Than \$500,000	21	21	83.7%	\$167,766,171	\$167,766,171
Grand Total	10,658	10,658	100%	\$200,385,979	\$200,385,979

Procurements by # of Transactions Q1-2025



Procurements by Contract \$ Value Q1-2025



Procurement Summary: Quarter 1, 2025

Details of Procurement Valued Between \$175,001 and \$500,000								
Award Based on Requests for Proposals								
#	Contractor	Amount	Division	Description	Contractor Location	Contract Number	DBE/MCUB Goal	DBE/MCUB Commitment
1	ALLIANT ENGINEERING INC	\$187,250	MTS	Congestion Management Process Pilot Corridor Analysis	Minneapolis, MN	23P205	10.0%	16.0%
2	MENTAL HEALTH MINNESOTA	\$380,000	MT	Homeless Action Team (HAT) Outreach	Saint Paul, MN	24P094	0.0%	0.0%

Details of Procurement Valued Between \$175,001 and \$500,000								
Award Based on Invitation for Bids								
#	Contractor	Amount	Division	Description	Contractor Location	Contract Number	DBE/MCUB Goal	DBE/MCUB Commitment
1	PERFECTION PLUS INC	\$254,400	RA	390 Robert St Custodial Services	Bedford Park, IL	24P160	8.0%	100.0%
2	APADANA LLC	\$397,777	MT	Blue Line Mid Stations Lighting Retrofit	New Hope, MN	24P191	15.0%	30.2%

Procurement Summary: Quarter 1, 2025

Details of Procurement Valued Between \$175,001 and \$500,000									
Award Based on Other Processes									
#	Contractor	Amount	Division	Description	Solicitation Method	Contractor Location	Contract/PO Number	MCUB/DBE Goal	MCUB/DBE Commitment
1	STERTIL-KONI USA INC	\$185,411	MT	12 Mobile Column Vehicle Lifts for East Metro Transit Facility	Cooperative Purchasing Agreement	Stevensville, MD	25P234	0.0%	0.0%
2	PERISCOPE HOLDINGS INC	\$200,000	MT	Advisory Services NIGP Consulting	Cooperative Purchasing Agreement	Latham, NY	25P035	0.0%	0.0%
3	SUREFITTERS	\$241,401	MT	Outfitting 4 E & F Technician Trucks for D-Line	Cooperative Purchasing Agreement	Minneapolis, MN	24P284	0.0%	0.0%
4	PARAGON DEVELOPMENT SYSTEMS INC	\$273,532	RA	Checkpoint Annual Renewal	Cooperative Purchasing Agreement	Detroit, MI	25P079	0.0%	0.0%
5	DODGE OF BURNSVILLE INC	\$279,358	MT	Purchase of 5 Police Squad SUVs	Cooperative Purchasing Agreement	Burnsville, MN	24P283	0.0%	0.0%
6	SUREFITTERS	\$287,731	MT	Outfitting 4 E & F Technician Trucks for B-Line	Cooperative Purchasing Agreement	Minneapolis, MN	24P256	0.0%	0.0%
7	HITACHI DIGITAL SERVICES LLC	\$297,505	RA	Hitachi Annual Renewal	Sole Source	Dallas, TX	25P045	0.0%	0.0%
8	TRI-STATE PUMP & CONTROL	\$300,000	ES	Tuthill Pumps	Sole Source	Clearwater, MN	25P016	0.0%	0.0%

Procurement Summary: Quarter 1, 2025

Details of Procurement Valued Between \$175,001 and \$500,000									
Award Based on Other Processes									
#	Contractor	Amount	Division	Description	Solicitation Method	Contractor Location	Contract/PO Number	MCUB/DBE Goal	MCUB/DBE Commitment
9	NEW FLYER OF AMERICA	\$300,000	MT	2025 Procurement of Proprietary Parts for New Flyer Buses	Sole Source	Anniston, AL	25P216	0.0%	0.0%
10	PARAGON DEVELOPMENT SYSTEMS INC	\$309,945	RA	2025 DVR Refresh	Cooperative Purchasing Agreement	Detroit MI	25P071	0.0%	0.0%
11	PARAGON DEVELOPMENT SYSTEMS INC	\$310,924	RA	LRT Building - Network Refresh	Cooperative Purchasing Agreement	Detroit MI	25P061	0.0%	0.0%
12	PARAGON DEVELOPMENT SYSTEMS INC	\$313,133	RA	FTH Building Network Refresh	Cooperative Purchasing Agreement	Detroit, MI	25P055	0.0%	0.0%
13	TOSHIBA AMERICA BUSINESS SOLUTIONS INC	\$330,000	RA	Toshiba Multi-Functional Device/Copiers Renewal	Cooperative Purchasing Agreement	Buffalo, NY	25P231	0.0%	0.0%
14	PARAGON DEVELOPMENT SYSTEMS INC	\$337,587	ES	HPE SimpliVity Storage Expansion Upgrades	Cooperative Purchasing Agreement	Detroit, MI	25P236	0.0%	0.0%
15	GARTNER INC	\$386,423	RA	Gartner Contracts Negotiation Services	Cooperative Purchasing Agreement	Fort Myers, FL	24P314	0.0%	0.0%
16	SAINT PAUL DOWNTOWN ALLIANCE	\$400,000	MT	Saint Paul DID contract for services	Sole Source	Saint Paul, MN	24P265	0.0%	0.0%

Procurement Summary: Quarter 1, 2025

Details of Procurement Valued Between \$175,001 and \$500,000									
Award Based on Other Processes									
#	Contractor	Amount	Division	Description	Solicitation Method	Contractor Location	Contract/PO Number	MCUB/DBE Goal	MCUB/DBE Commitment
17	ARVOS SCHMIDTSCHESCHACK	\$450,000	ES	Arvos Schmidtsche Schack (SMB Boilers)	Sole Source	Wexford, PA	25P221	0.0%	0.0%
18	S & A SYSTEMS INC	\$457,875	MT	Purchase & Installation of Fluid Management Systems Equipment	Sole Source	Rockwall, TX	25P009	0.0%	0.0%
19	JOHNSON CONTROLS FIRE PROTECTION LP	\$490,000	EES	Simplex/JCI Fire Alarm Blanket	Sole Source	Palatine, IL	25P230	0.0%	0.0%
20	LUMINATOR TECHNOLOGY GROUP	\$499,190	MTS	Luminator Camera Order Phase 3	Sole Source	Chicago, IL	25P209	0.0%	0.0%
21	9280-0366 QUEBEC INC	\$500,000	MT	Transit App Rate My Ride and Transit Royale	Sole Source	Montreal, QC	24P288	0.0%	0.0%

Procurement Summary: Quarter 1, 2025

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	JPMI CONSTRUCTION CO	\$859,200	MT	Overhead Doors Replacement	St Paul, MN	24P254	10.0%	12.0%
2	MINGER CONSTRUCTION INC	\$966,220	ES	Snail Lake Interceptor Rehabilitation Interceptor	Jordan, MN	24P065	13.0%	14.1%
3	BATTERIES PLUS	\$1,316,206	MT	Bus Battery Purchase Contract	Brandon, FL	24P271	0.0%	0.0%
4	AMERICAN LIBERTY CONSTRUCTION	\$1,370,000	MT	Electrical Switchgear Replacement	Rockford, MN	24P241	15.0%	18.6%
5	JPMI CONSTRUCTION CO	\$2,770,284	MT	Hoists Replacement	St Paul, MN	24P239	8.0%	16.1%
6	SAK CONSTRUCTION LLC	\$3,767,033	ES	1-MN-346 Rehabilitation Phase 1	Ofallon, MO	24P195	4.0%	5.3%
7	POLYDYNE INC	\$24,025,000	ES	Metro WWTP Polymer	Atlanta, GA	24P127A	0.0%	0.0%
8	ALDRIDGE ELECTRIC INC	\$80,145,713	MT	Blue Line State of Good Repair - Phase III	Libertyville, IL	24P207	6.0%	6.0%

Procurement Summary: Quarter 1, 2025

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	106 GROUP LTD	\$625,000	ES	Master Contract for Cultural Planning and Assessment Services	St Paul, MN	24P194D	15.0%	100.0%
2	BOLTON & MENK INC	\$675,000	ES	Master Contract for Cultural Planning and Assessment Services	Mankato, MN	24P194C	15.0%	15.0%
3	SRF CONSULTING GROUP INC	\$800,000	MT	Master Contracts for LRT, Freight, Road and Pedestrian Bridges, Tunnels, Parking Garages, Retaining Walls, Culverts, and Floating Slabs Design Services	Minneapolis, MN	24P067B	15.0%	25.0%
4	HDR ENGINEERING INC	\$850,000	ES	Master Contract for Cultural Planning and Assessment Services	St Louis Park, MN	24P194B	15.0%	15.0%
5	STANTEC CONSULTING SERVICES	\$850,000	ES	Master Contract for Cultural Planning and Assessment Services	Chicago, IL	24P194A	15.0%	15.0%
6	CAREPOOL INNOVATION INC	\$2,500,000	MTS	Metro Mobility Premium On Demand (POD)	Denver, CO	24P119C	0.0%	0.0%
7	TRANSPORTATION PLUS SERVICE	\$2,500,000	MTS	Metro Mobility Premium On Demand (POD)	New Hope, MN	24P119B	0.0%	0.0%
8	WASTE MANAGEMENT	\$4,772,250	ES	Solid and Industrial Waste for Environmental Services Facilities	Carol Stream, IL	24P149	0.0%	0.0%

Procurement Summary: Quarter 1, 2025

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	PCIROADS LLC	\$547,200	ES	ES Project 808825 1-SP-234	Emergency Declaration	St Michael, MN	PO# 25001755	0.0%	0.0%
2	GS SYSTEMS INC DBA WONDERWARE	\$647,675	ES	2025 Wonderware License Renewal	Sole Source	Brookfield, WI	25P040	0.0%	0.0%
3	ACT TRAFFIC SOLUTIONS INC TSP	\$697,300	MT	Mobile Hardware Upgrade	Sole Source	Shorewood, MN	24P288	0.0%	0.0%
4	ENGINEERING & CONSTRUCTION INNOVATIONS	\$1,989,090	ES	ES Project 809512 1-MH-401 Sip	Emergency Declaration	Oakdale, MN	PO# 25002502	0.0%	0.0%
5	GILLIG LLC	\$35,093,000	MTS	Purchase of (43) Gillig Buses	Cooperative Purchasing Agreement	Los Angeles, CA	25P211	TVM	TVM

* TVM- Transit Vehicle Manufacturing goals