



Small Business Program Overview

Office of Equity and Equal Opportunity



September 2023 Ashanti Payne

Small Business Programs



DBE VS MCUB

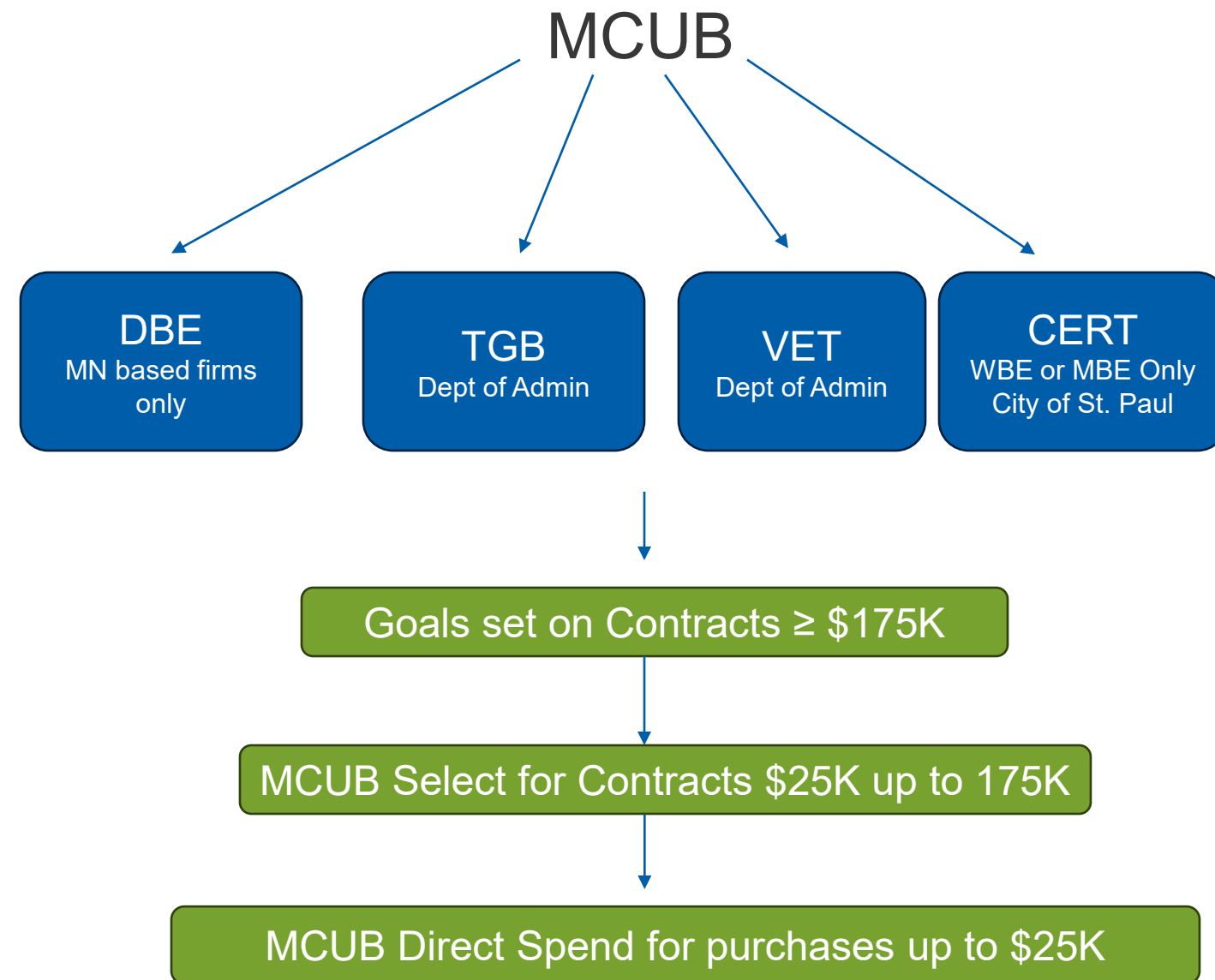
- Disadvantaged Business Enterprise (**DBE**)

Projects with Federal Money

- Metropolitan Council Underutilized Business (**MCUB**)

Projects with State / Local Money

What is the difference?



Goal Setting Process

(To set a goal, there must be subcontracting opportunities)

Goal Methodology

1. $\frac{\# \text{ DBE Available}}{\# \text{ Total MN Firms}} = \text{Relative Availability (RA)}$
2. $\text{RA} \times \text{Cost of work item} = \text{DBE Value}$
3. $\frac{\text{Sum of DBE Values}}{\text{Total Project Value}} = \text{Base Goal}$
4. Adjustments



Goal Calculation Sample

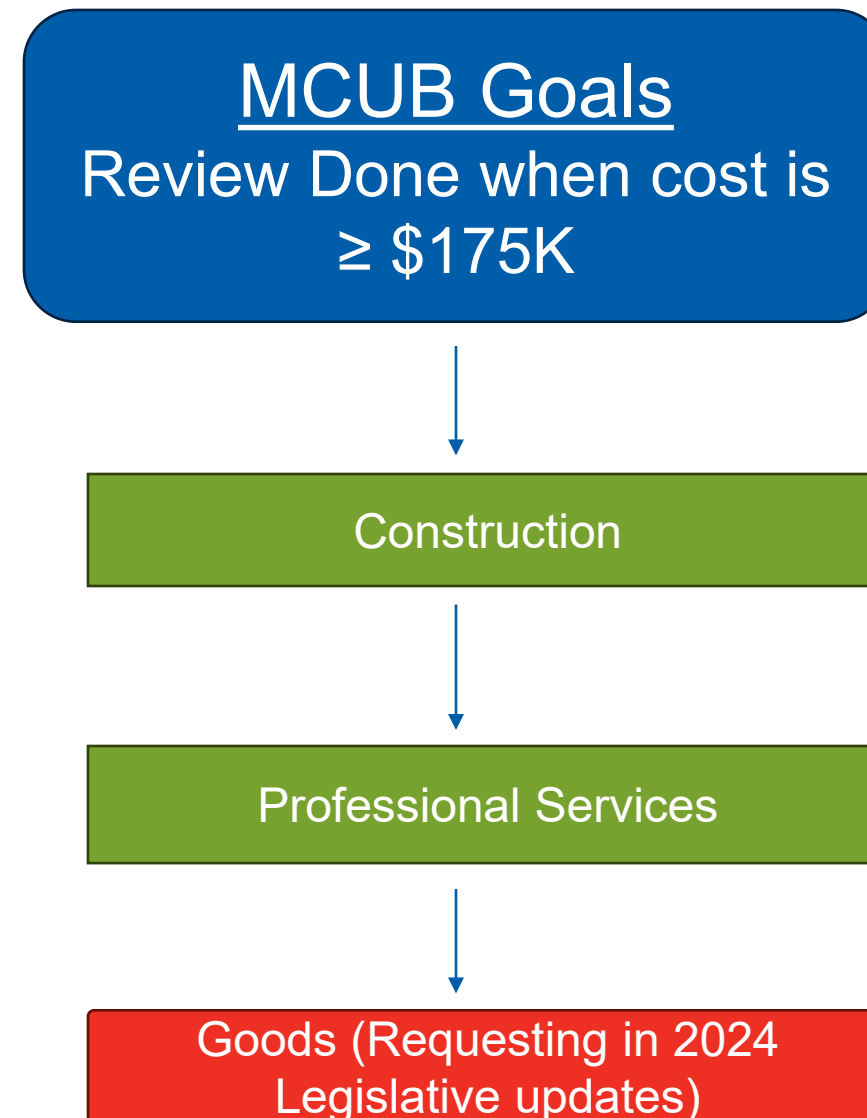
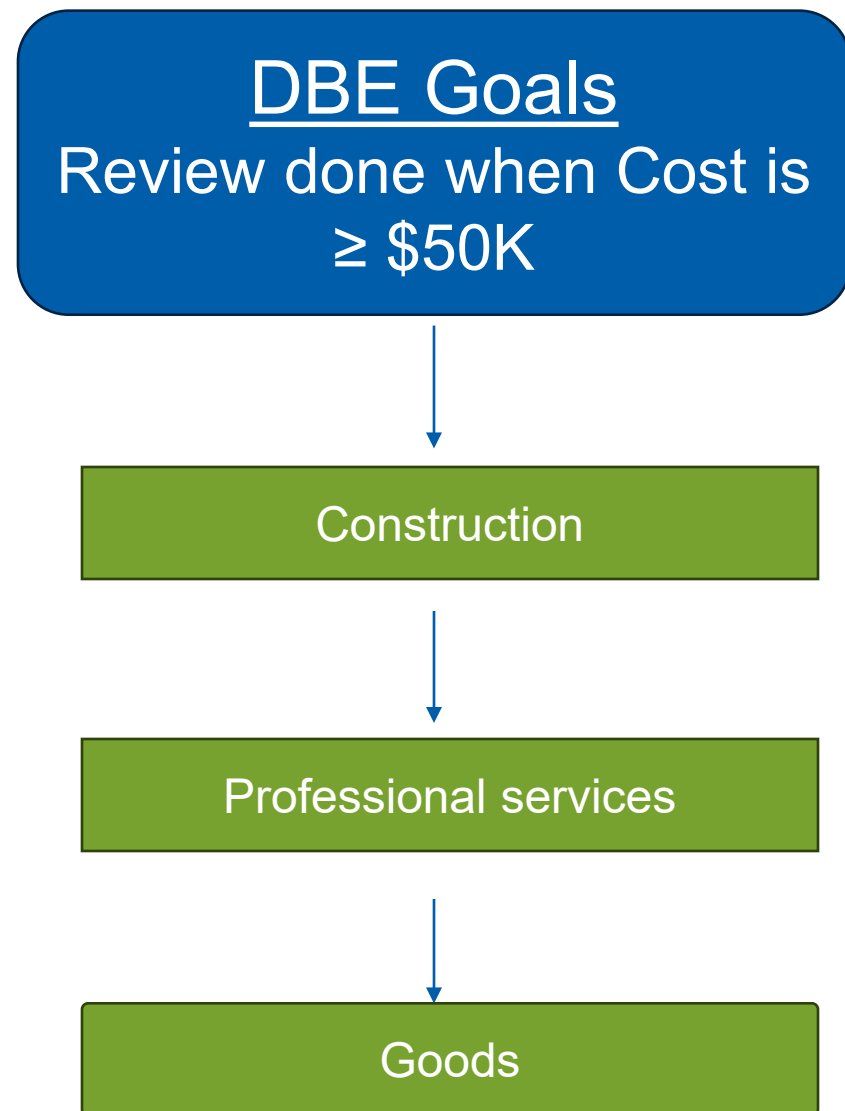
Item #	Work scopes	Estimated value	Revised value (with contingency)	NAICS codes	Total MN firms certified under NAICS	Total DBE firms certified under NAICS	Relative Availability	DBE Value	Adjusted Value
1									
2	Demolition	\$211,942	\$211,942	238910	243	44	0.18	\$38,376	\$ 100,000.00
3	Concrete Work	\$134,428	\$134,428	238110	177	22	0.12	\$16,709	\$ 18,379.00
4	Structural Steel	\$7,154	\$7,154	238120	16	9	0.56	\$4,024	\$ 4,427.00
5	Bus Lift/Hoist Equipment	\$1,036,965	\$1,036,965	423120	568	1	0.00	\$1,826	\$ 2,008.00
6	Doors	\$5,442	\$5,442	238290	72	2	0.03	\$151	\$ 166.00
7	Mechanical Work	\$76,745	\$76,745	238220	767	11	0.01	\$1,101	\$ 10,000.00
8	Electrical Work	\$45,932	\$45,932	238210	598	23	0.04	\$1,767	\$ 45,932.00
9			\$0				0.00	\$0	
	Total	\$1,518,608	\$1,518,608				DBE value	\$63,953	\$180,912
	Contingency	10.00%							
							Base Goal:	4.21%	11.91%
							Adj Goal:	12.00%	

No Goals

- **If no subcontracting opportunity exists**

- OEEO challenges project managers to break project into smaller scopes
- OEEO includes Small Business Inclusion Plan language where applicable
- OEEO prepares list of DBE/MCUB firms that match scope of work
- OEEO/Procurement send solicitation directly to list provided
- DBE/MCUB firms get direct access to opportunity

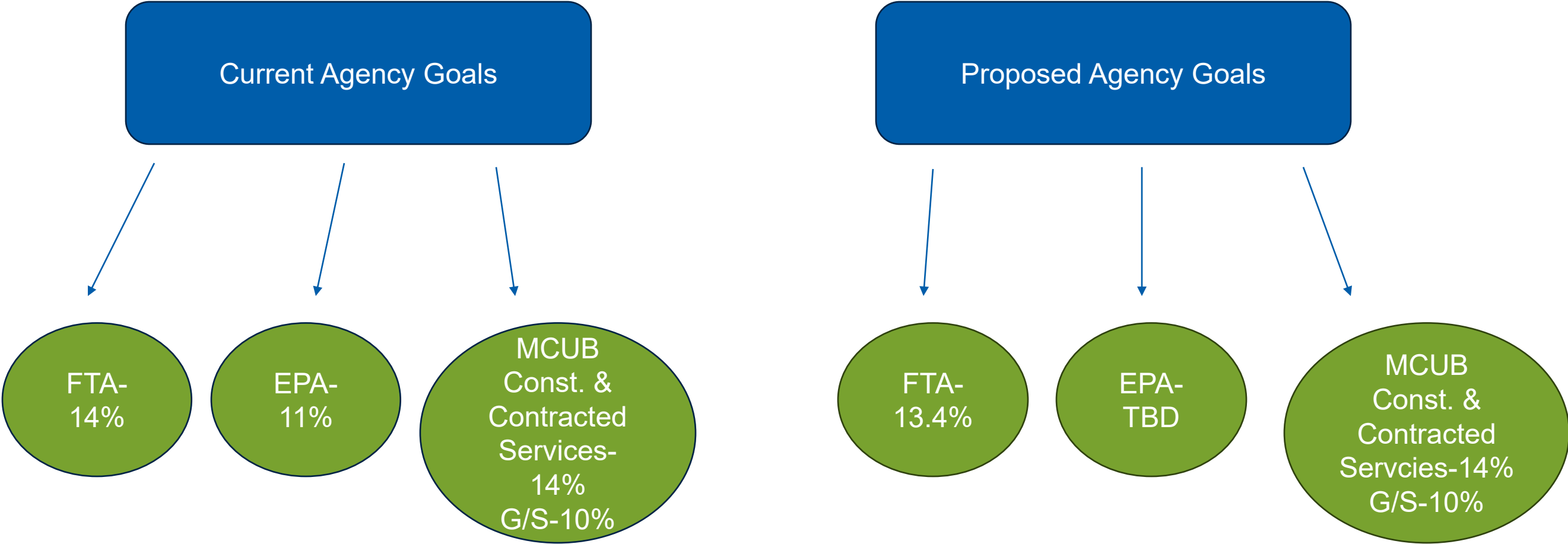
What do we set goals on?



What don't we set goals on?

- IFBs or RFPs with no subcontracting opportunities
- IFBs or RFPS with subcontracting opportunities but no certified small businesses capable of performing the work
- State Contracts
- Sole Sources
- Contracts procured under Minn. Stat. 473.129 Subd.3.
The Metropolitan Council may contract for the services of consultants who perform engineering, legal, or services of a professional nature. Such contracts shall not be subject to the requirements of any law relating to public bidding.

Agency Wide Small Business Goals



OEEO Actions in Progress

- Diverse Spend Plan Policy
- FTA and EPA Triennial Goal Setting
- Small Business Equity Audit
- 2024 Disparity Study-Council confirmed participation with Dept. of Admin.
- 2024 Proposed Legislative Updates regarding small businesses

Highlights and Successes

- FTA DBE Achievement for 2022 was 18.22%
- EPA DBE Achievement for 2022 was 16.70%
- MCUB Training included in quarterly Procurement training series
- IS Staff Augmentation Pilot Project- Overall project goal of 25%
- B&L (B/M owned MCUB) Partnership with New Flyer in Sept. 2022
 - B&L spend in Q3 2022 was \$26,476.98; B&L spend in Q2 2023 was \$388,252.35

Role of Council Members to Support the work?

- Ask Questions
- Support the OEEO Legislative Policy Agenda
- Support Efforts to Eliminate Internal Barriers

Resources



- GFE Resource Guide
<https://metro council.org/About-Us/What-We-Do/DoingBusiness/Small-Business-Programs/Resources/Documents/GFE-Resource-Guide.aspx>
- Council Contracting Opportunities
<https://metro council.org/About-Us/What-We-Do/DoingBusiness/Contracting-Opportunities.aspx>
- Council Project Forecast
<https://metro council.org/About-Us/What-We-Do/DoingBusiness/Forecasted-Contracts/Forecasted-Contracting-Opportunities.aspx>
- MnUCP (Minnesota Unified Certification Program)
<https://mnu cp.org/>
- Online Certification Portal
<https://sbcp.mn.gov/>

Questions?

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