

2026 Quarter 3
Procurement & MCUB Spend

METROPOLITAN COUNCIL

Jody Jacoby, Chief Procurement Officer

Ashanti Payne, Director, Office of Civil Rights and Small Business Programs

Procurement Summary Information
Q3 All Procurements

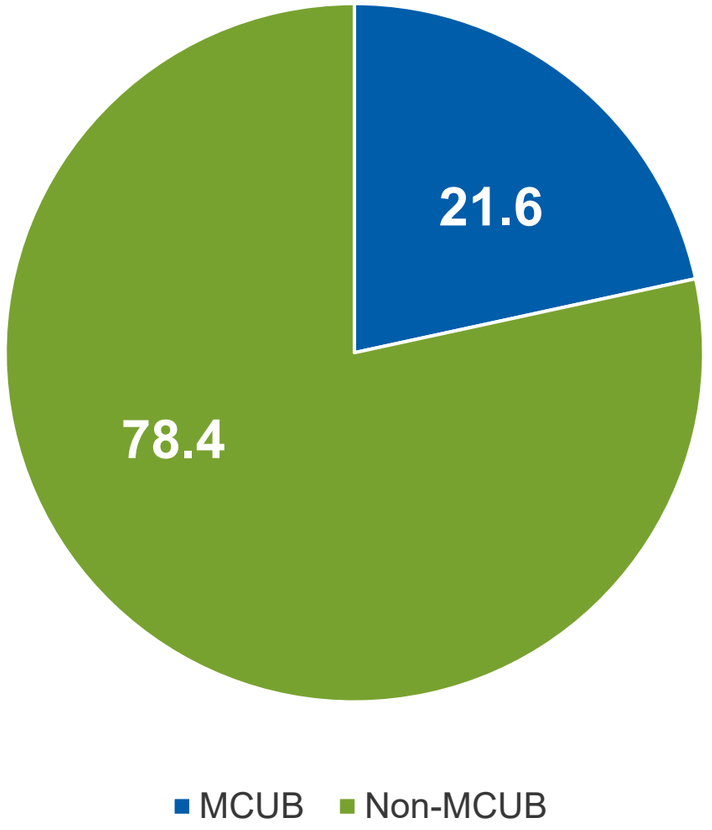
Dollar Amount Range	# Procurements	Percent Value #	Total Value $	Percent Value $
P-Card Transactions	4,839	47.6%	$1,893,610	1%
$0 - $25,000	5,065	49.9%	$14,425,276	7.8%
$25,000 - $175,000	182	1.8%	$12,227,454	6.6%
$175,000 - $2,000,000	56	.6%	$27,448,225	14.9%
Greater Than $2,000,000	9	.1%	$128,393,978	69.7%
Grand Total	**10,151**	**100%**	**$184,388,543**	**100%**

Procurement Summary Information
Year to Date All Procurements

Dollar Amount Range	# of Procurements	Percent Value #	Total Value $	Percent Value $
P-Card Transactions	16,783	51.2%	$6,376,657	.5%
$0 - $25,000	15,206	46.4%	$44,136,716	3.5%
$25,000 - $175,000	559	1.7%	$36,425,766	2.9%
$175,000 - $2,000,000	175	.5%	$113,564,048	9.1%
Greater Than $2,000,000	53	.2%	$1,055,735,363	84%
Grand Total	**32,776**	**100%**	**$1,256,238,550**	**100%**

Q3 Procurements Up to $175,000

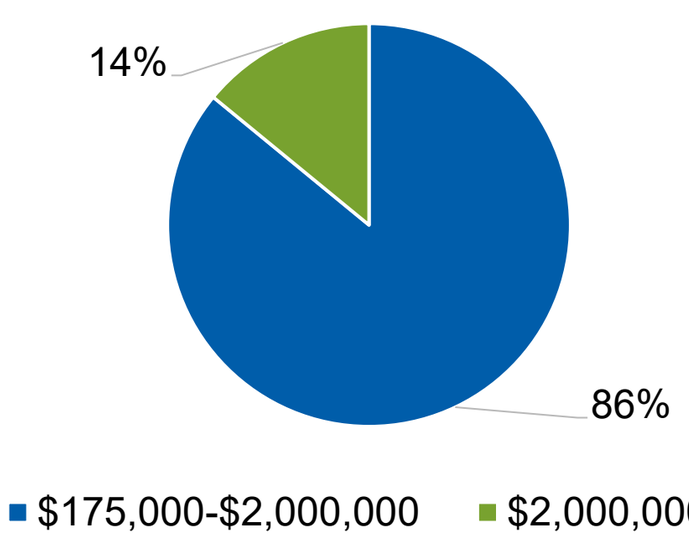
	# of Purchase Orders	Percent Value $	Total Value $
Purchase Orders to MCUBs	1,134	21.6%	$5,885,431
Purchase Orders to Non MCUBs	4,113	78.4%	$22,660,909
Grand Total	**5,247**	**100%**	**$28,546,340**



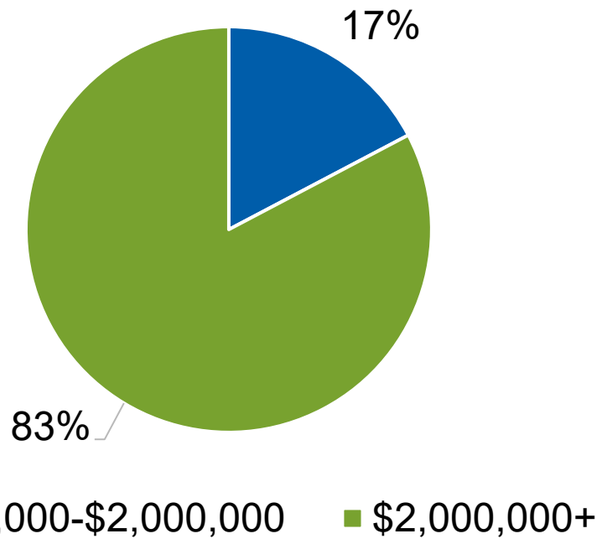
Q3 Contracts Greater than $175,000

Dollar Amount Range	# of Contracts	Percent value $	Total Value $
$175,000-$2,000,000	56	82.7%	$27,448,225
$2,000,000+	9	17.3%	$128,393,978
Grand Total	**65**	**100%**	**$155,842,203**

Contracts by # Q3-2026



Contracts by $ Value Q3-2026



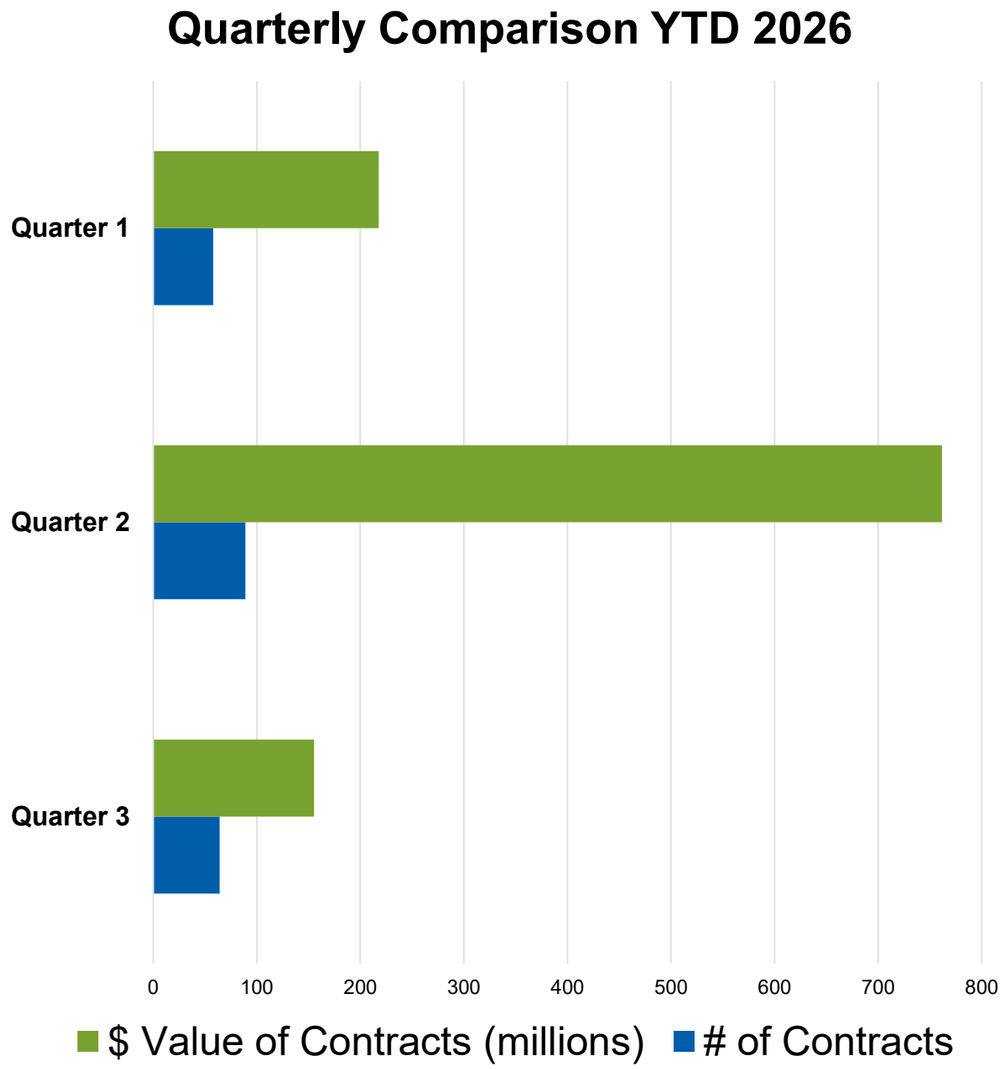
Q3 Solicitation Method

Contracts Greater than $175,000

Solicitation Method	# of Contracts	Percent Value $	Total Value $
Sole Source	6	1.4%	$2,240,107
Cooperative Purchasing Venture	28	6.5%	$10,033,954
Invitation for Bids	15	58.6%	$91,585,358
Request for Proposals	14	33%	$51,249,784
Other	2	.5%	$733,000
Grand Total	**65**	**100%**	**$155,842,203**

Procurement Summary Information
Year to Date Quarterly Comparison

Contracts Greater than $175,000				
	# of Contracts	Percent Value #	Total Value $	Percent Value $
Quarter One	58	27.4%	$217,753,572	19.2%
Quarter Two	89	42.2%	$761,663,366	67.1%
Quarter Three	65	30.4%	$155,842,203	13.7%
Grand Total	212	100%	$1,135,259,141	100%



Procurement Success Stories

1) **Expansion of Procurement University**
   - Invoice Training
   - After the Fact Training
   - Signature Authority Training

2) **Procurement Manual & Purchasing Matrix**
   - Establishing a centralized resource for procurement requirements, processes, roles, and responsibilities

3) **Request for Proposal Spotlight**
   - 25% Cost Avoidance Strategy for 390 Robert Street Remodel



2026 Q3 MCUB Participation Summary

METROPOLITAN COUNCIL

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Measuring Success: Two Key Data Points



Commitments

- Construction & contracted services
- Tells us how we are doing
- Compliance assessments

Payments

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

Current Commitment Data



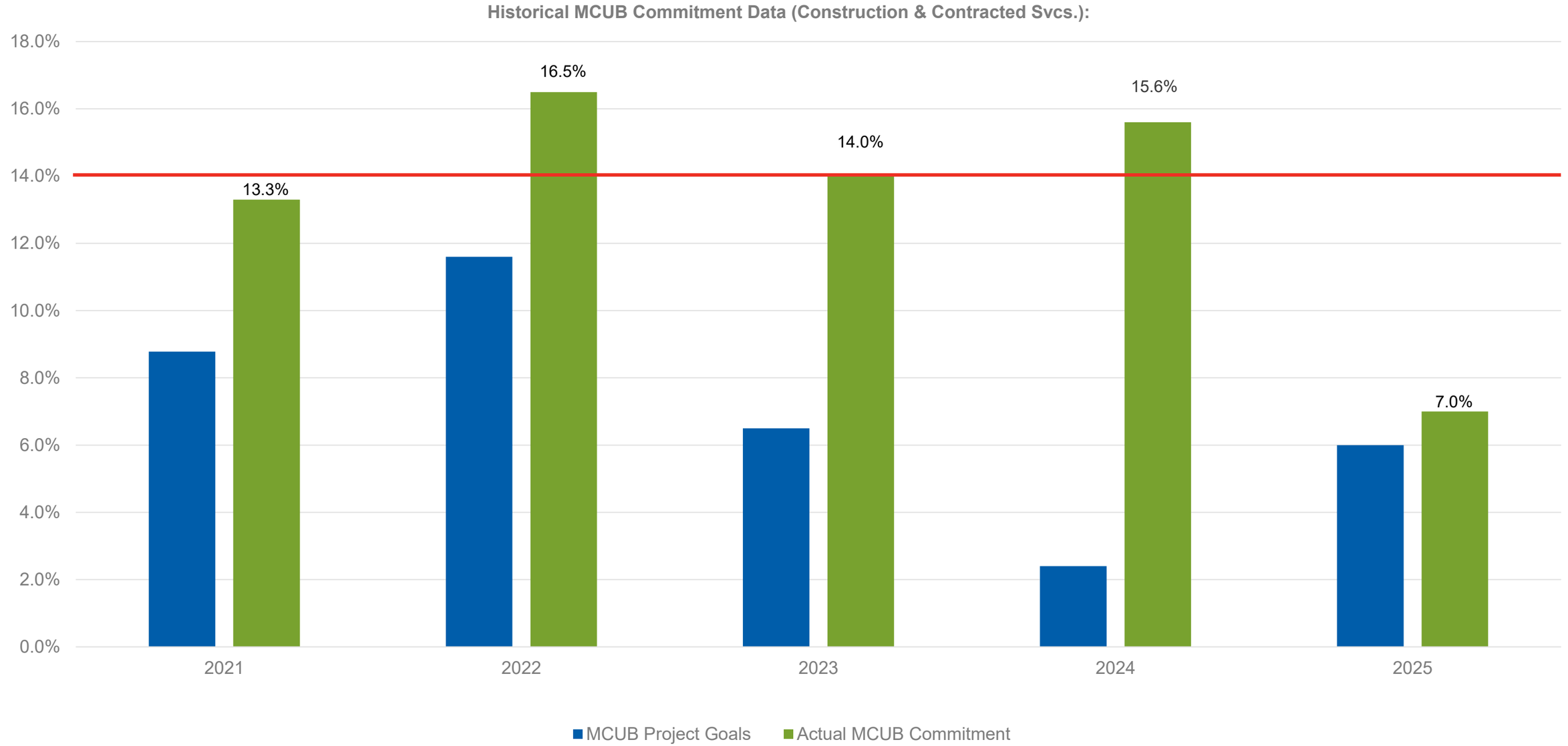
MCUB Commitments: Construction & Contracted Services



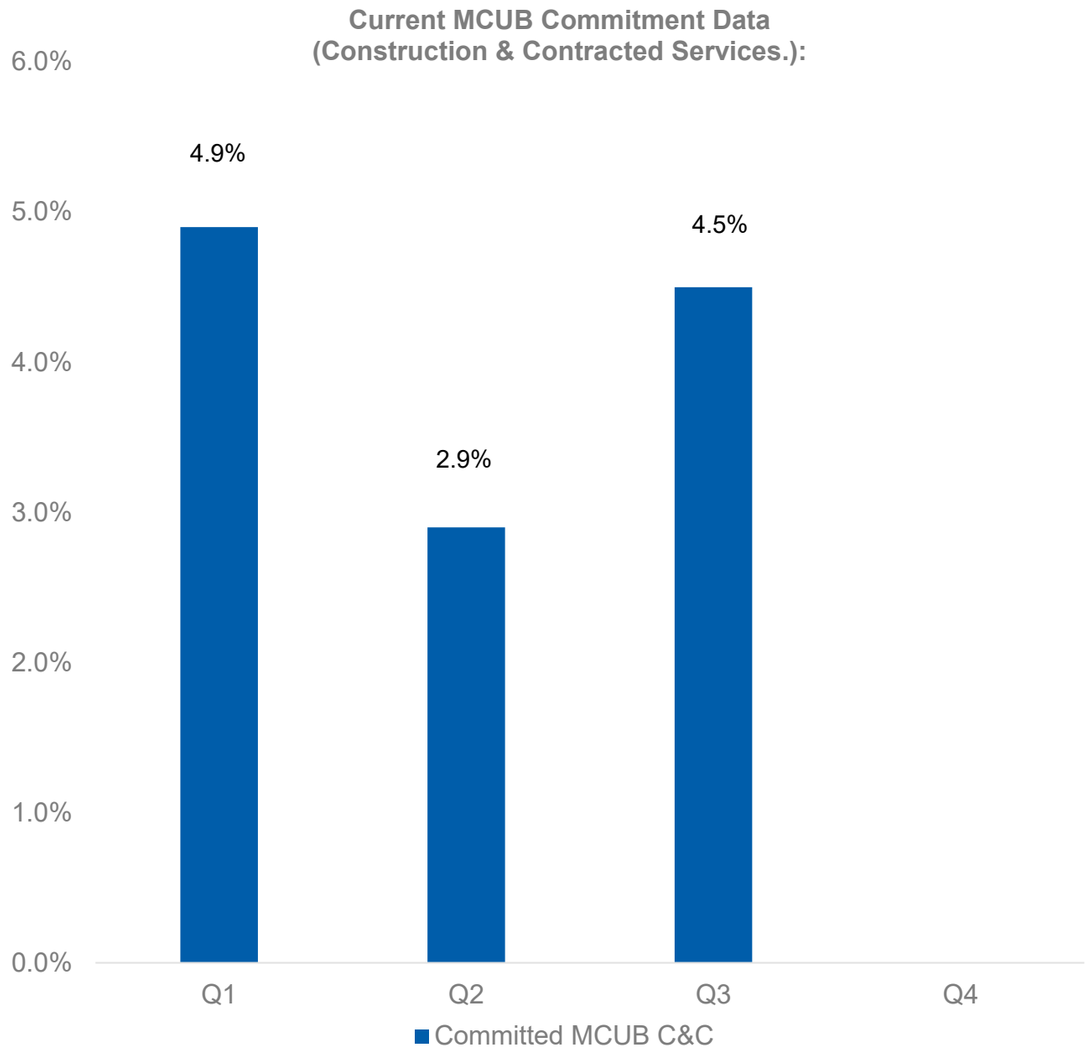
Key Data Point: MCUB Commitments Q3 2026

- We track our work through this metric
  - **Includes:**
    - Projects and/or contracts procured through competitive bid; or
    - Request for Proposals; or
    - Potential proposals
  - **Time Period:** Contracts executed during Q3 2026 reporting period
  - **Primary Use:** Tells us how we did in incorporating small business participation in the execution of contracts.

Historical Construction & Contracted Services Goal: 14%



Construction & Contracted Services



2026 Data and Trends: Q3

- We **did not** achieve our goal in Quarter 3 2026
  - 4.5% in Q3: Upward trend from Q2
  - **Why:** Focused outreach and intentional planning. Three contracts awarded to an MCUB as prime vs. one in Q2.
- Regional Administration achieved its goal in Q3
  - Highest participation: Regional Administration 17.1%
  - Metro Transit and Community Development were the two divisions that significantly increased participation Q2 to Q3
- Caucasian women business owners had the highest participation in Q3: $1.3M
  - Continuing to see positive trends
  - **Why:** Intentional planning from divisions, and more projects with small business goals.

Current Payment Data



Direct Payment to MCUB Firms



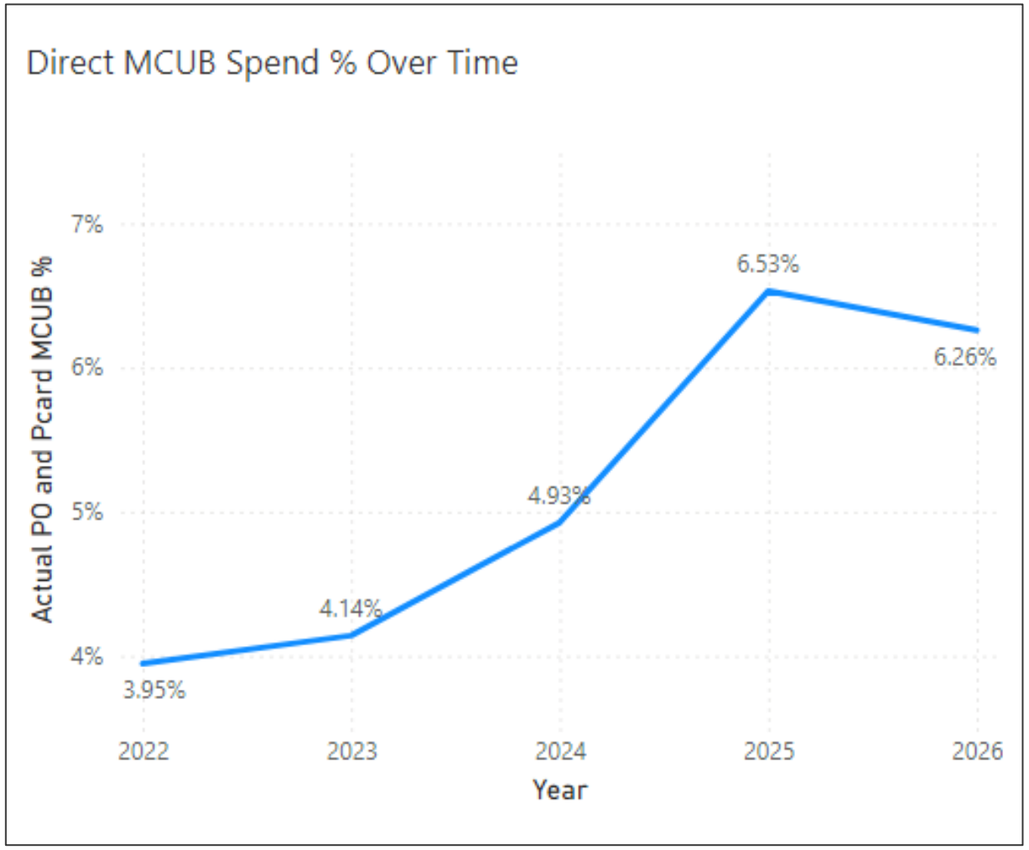
Key Data Point: Direct Payments to MCUB Firms

- This includes:
  - P-Card payments
  - PO payments for construction
  - PO payments for services
  - PO payments for goods
- This represents ongoing payments for existing contracts and general payments to MCUB firms
- Our payment data can tell us how past participation allows us to meet our commitments and goals

Direct MCUB Spend Trends

Direct Payments to MCUB Firms:

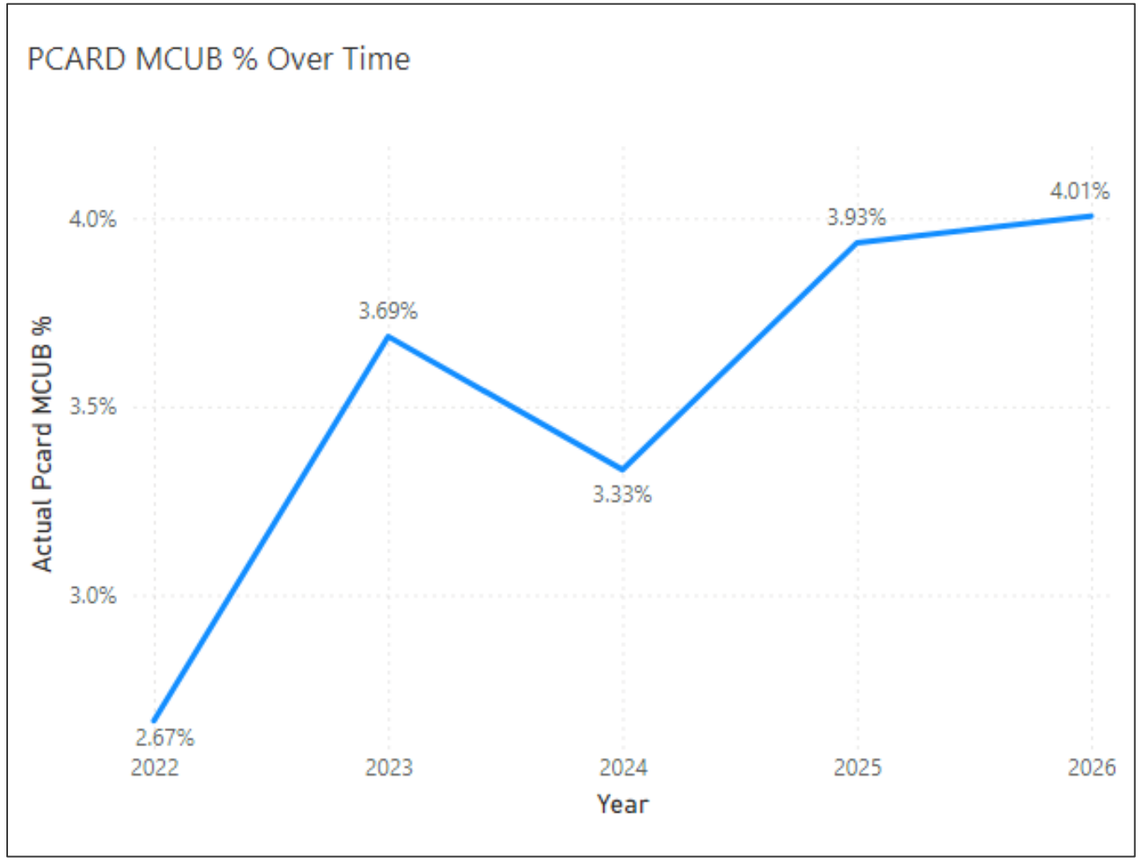
- Our overall spend has been on an **upward trend**:
  - Current achievement for 2026: 6.26%
  - Total direct payments to MCUBs Q3 : $7,270,211
- By division:
  - Metro Transit had the highest amount of direct payments in Q3: $3,999,085
  - Regional Administration had the highest percentage of direct payments to MCUBs in Q3: 14.6%
  - Metro Transit was 2nd: 7.3%
- By reported demographics:
  - $3.4M payments made to Caucasian women
  - $2.0M to Black Americans



P-Card MCUB Trends

Direct Payments to MCUB Firms:

- P-Card trending forward:
  - Total P-Card payments to MCUBs Q3: $73,735 (3.8%)
  - P-Card payments have been **trending up** since 2024
  - RA achieved the highest percentage (8.5%)
- **Why:** Establishing intentional habits



Secondary MCUB Payments

Prime to MCUB Subcontractors Q3 2026

- Data reveals the breakdown for our Subcontracted work:
  - Highest participation among Caucasian-owned subcontractors
  - Next highest is among Asian – owned Businesses
  - Increases in percent of overall payments for Native Americans, Hispanic Americans & Asian Pacific Americans.
- Percentage represents share of total MCUB payments

Ethnicity	Payments	Percent of Total
Caucasian	$1,725,086.84	83.5%
Asian – Subcontinent American	$0.00	0.0%
Asian – Pacific American	$185,589.45	9.0%
Black American	$36,028.05	1.7%
Native American	$73,135.93	3.5%
Hispanic American	$47,111.74	2.3%
Total	**$2,066,952.01**	**100%**

2026 Q3 Data and Success Stories

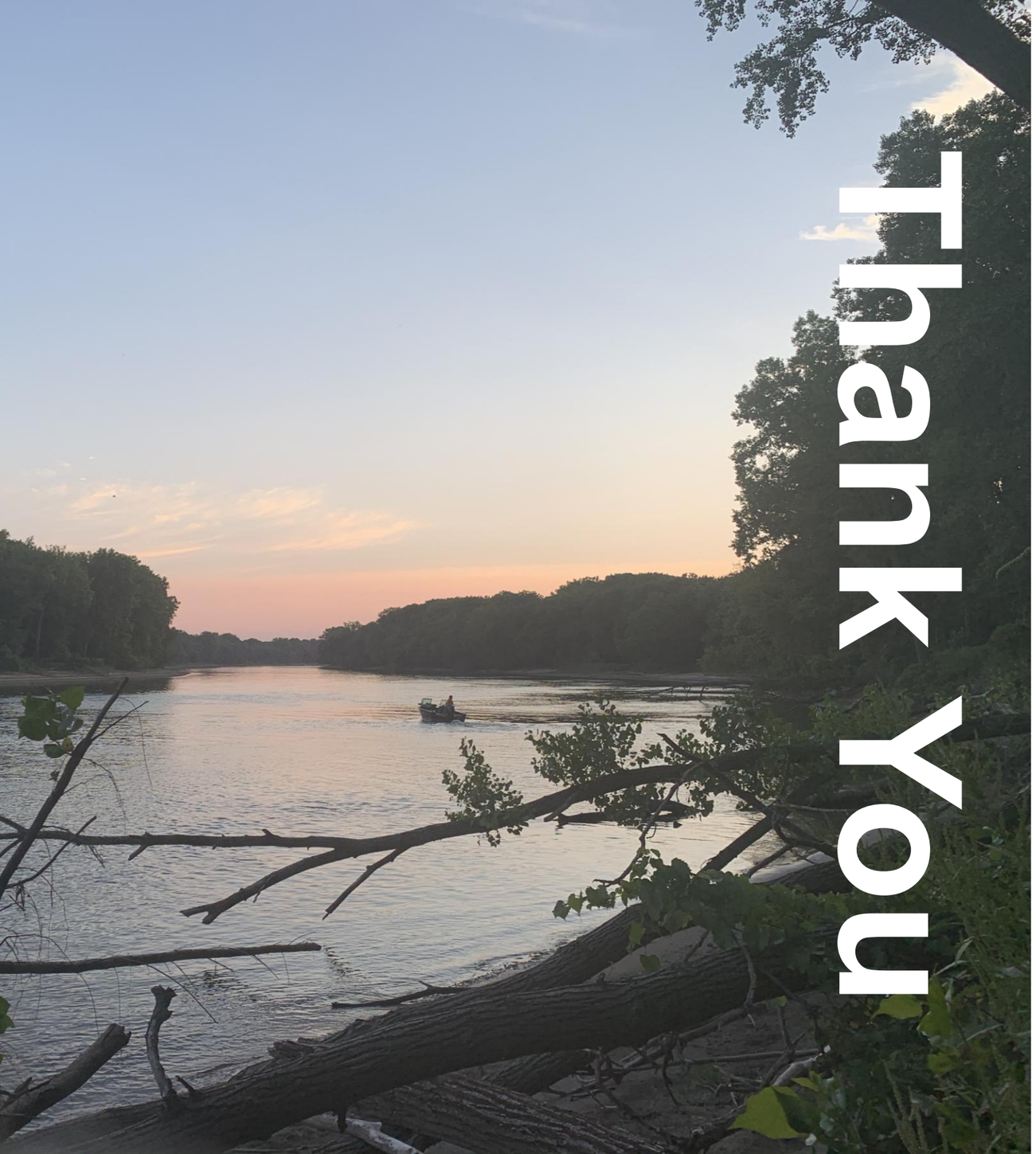
Council Impact:

- Data
  - Continue to experience growth in our MCUB supplier program
  - MCUB Direct spend and executed purchase orders continue to increase
  - Significant legislation - HF 2097 (Companion SF 2038) passed
  - Personal Narrative Workshop were the only courses offered since Q2
- Success Story:
  - Metropolitan Council's Small Business Supportive Services Program is in the final stages of procurement
  - Held Meet Your MCUBs event with ES at Metro Plant

"The training helped me how to secure my first government contract, and how to use the targeted business enterprise to avoid other business units rescreening me as a vendor."

"A more detailed session on the selection process, how characteristics of a firm are weighted in the selection process, size of firm, experience, cultural and topical expertise."

"Excited to use my new capability statement! Thank you for your time and training!"



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