

Metropolitan Council Small Business Opportunities Spend Plan (SBOSP)

METROPOLITAN COUNCIL

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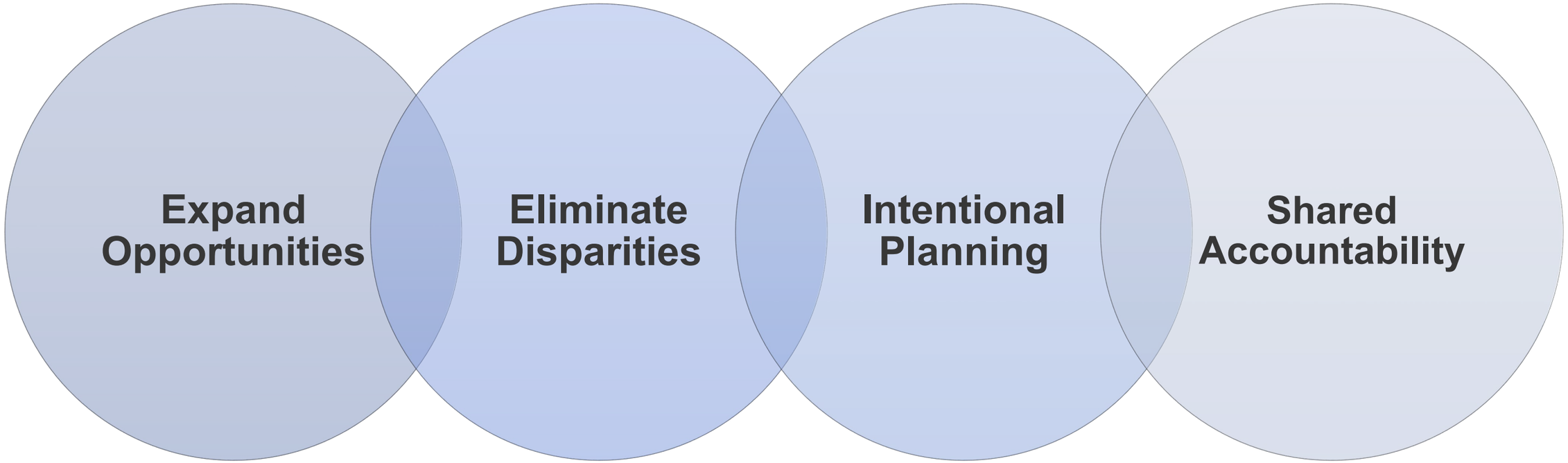
Purpose

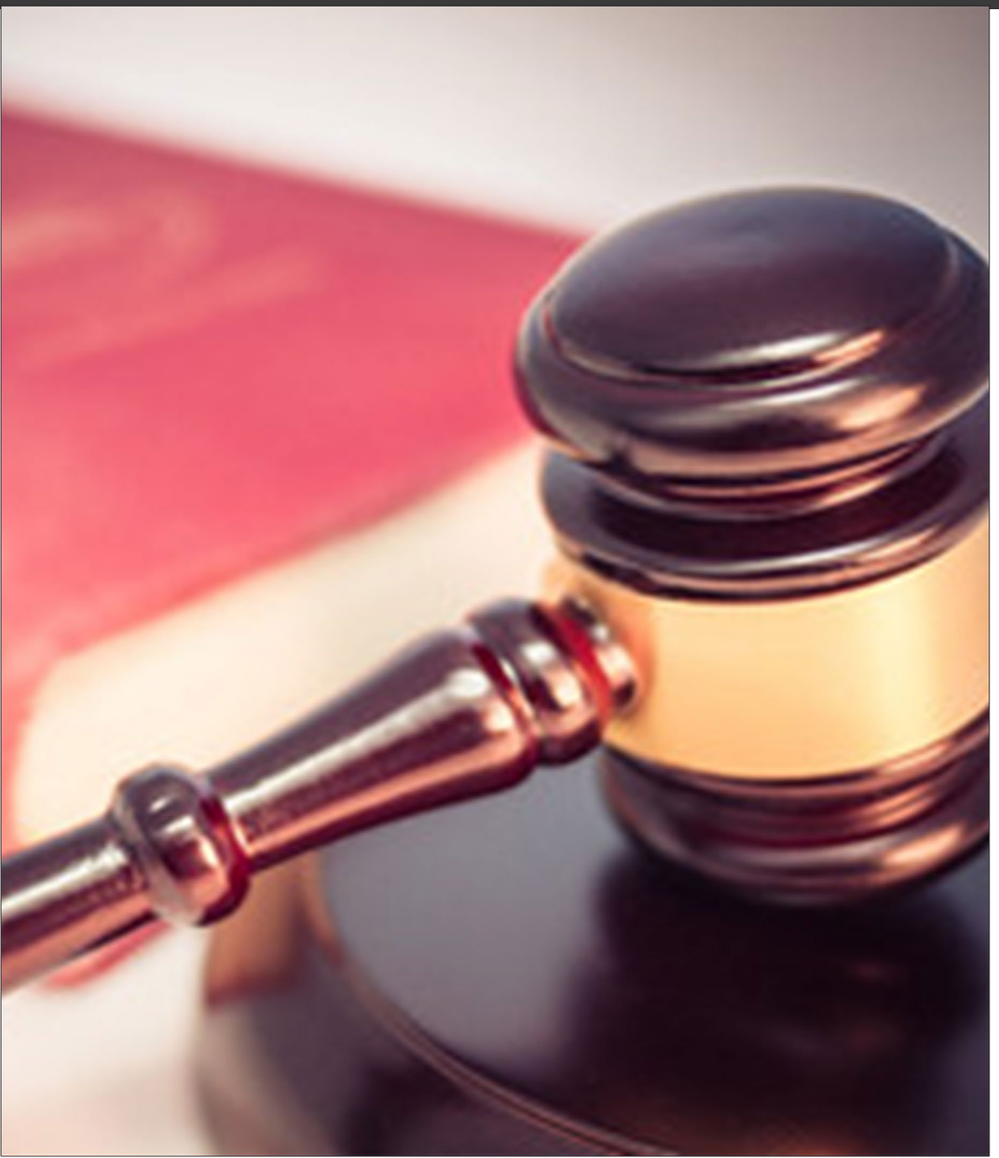

Expand Opportunities
Eliminate Disparities
Intentional Planning
Shared Accountability

Our Approach: Partnership, Not Policing



- **Real conversations** — open dialogue across divisions about how we spend and who benefits
- **Surface the gaps** — understand where divisions need support and where small businesses have been left out
- **Find doors to open** — uncover opportunities that have been overlooked
- **Embrace the journey** — this is a learning phase, not a compliance exercise
- **Be a partner, not a watchdog** — OCRSB is here to help, not hold you accountable

Grounded in Law, Driven by Mission



- **49 CFR Part 26** — Federal mandate requiring equitable DBE participation in federally-funded projects
- **MN Statutes § 473.142** — Metropolitan Council's specific obligation to encourage small business participation
- **MN Statutes § 16C.16** — State-level authority supporting targeted small business contracting programs

The Data Shows Us Where To Act

Where We're Winning

Construction Contracts



Where We Need To Do More

Goods & Services



Building Trust Before Asking for Commitments

We sent the memo first — leadership aligned before any ask was made

We held the conversations — informational sessions ensured no division was blindsided

We knew who we were calling — small businesses already certified and ready to work

We asked for help — OCRSB was brought in early as a strategic partner

The result: seamless partnership



Divisions Stepped Up

- **Divisions are projecting meaningful growth in small business spend —** with increases projected across 2026 and 2027, this is more than a plan; it's a commitment
- **Small Business Champions were active partners —** not passive recipients but engaged voices in shaping the plan
- **OCRSB was there every step —** providing expert support, actionable feedback, and recommendations that made every division's plan stronger



A Plan Built on Real Input



Feedback shaped the final plan

Every recommendation from OCRSB and divisions was reviewed, integrated, and reflected in the submitted plans

Accountability is built in — not bolted on

Quarterly progress monitoring ensures commitments are tracked and progress is visible

Every category choice was intentional

Each division provided clear, defensible rationale for the spend categories they selected

Examples Of Division Commitment

Every division made a commitment, and every number goes up.

No One Sat Out

Operating divisions across the Metropolitan Council stepped up — from Environmental Services to Regional Administration.

This is an organization-wide commitment, not a pilot program.

Leading The Way

Community Development is targeting up to 35% of micro purchases with small businesses.

Metro Transit Customer Experience: 30% of goods. These aren't modest targets — they're bold signals.

Positive Trajectory

Environmental Services:
4.5% → 5%
Community Development:
30% → 35%
Bus Maintenance:
5% → 6%
Facilities Maintenance:
8% → 11%
Engineering & Construction:
12% → 14%
MTS:
0.3% → 0.35%

Staying Accountable - Together

Division directors & general managers own this. Leadership commitment is the foundation everything else is built on.

Quarterly touchpoints with OCRSB. Regular engagement keeps divisions on track and surfaces challenges before they become barriers.

OCRSB shares annual performance with Regional Administrator. Transparency at the highest level ensures this stays a priority, not a footnote.

Quarterly MCUB reporting. Real numbers, real accountability, on a consistent cadence.

Cross-functional synergy is the goal. When divisions work together, small businesses gain more access, and we all benefit.

Questions





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What Each Division Has Committed

Divisions		Category	2026	2027
Environmental Services		• As-needed or on-call services • Goods	4.5%	5.0%
Community Development		• Micro purchases • Request for proposals	30% 15%	35% 18%
Metro Transit	Bus Maintenance	• Goods	5%	6%
	Rail	• Micro Purchases	4.05%	4.79%
	Customer Experience	• Goods	27%	30%
	Engineering and Construction	• As needed on call services and non-federally funded construction	12%	14%
	Facilities Maintenance	• Micro purchases	8%	11%
Regional Administration		• Goods • Micro Purchases	9%	9%
Metropolitan Transportation Services		• Micro purchases • Request for proposals	0.3%	0.35%