



Office of Civil Rights and Small Business Programs (OCSRBS)

Engagement & Development Unit



April 21-2026

Council's Small Business Programs

The Metropolitan Council is committed to utilizing businesses owned and controlled by socially and economically disadvantaged individuals in its procurement and contracting efforts. To support that commitment, the Metropolitan Council facilitates the following small business development programs through the Office of Civil Rights and Small Business Programs (OCR SB):

- The **Disadvantaged Business Program (DBE)** for contracts and procurements made with federal money.
- The **Metropolitan Council Under-utilized Business Program (MCUB)** for contracts and procurements made with local money.

MCUB Requirements

Qualifying as an MCUB

- Minnesota based firm
- Not a separate certification
- Includes existing certifications

Existing Certifications

- Targeted Group Business (TGB)
Dept. of Administration
- Veteran or Service-Disabled Veteran Owned
Dept of Administration
- Disadvantaged Business Enterprise (DBE) *MNUCP*
- Central Certification Program (CERT)
City of St. Paul

Doing Business with MCUBs



MCUB Program

- Public facing directory
 - <https://mcub.metc.state.mn.us/>
- MCUB Commitment
 - Support economic growth
 - New way of doing business – MCUB First!
- Applicable to all non-federally funded procurements
 - Contract Goals for \$175,000 and over
 - Council wide goals
 - 10% goods and services
 - 14% construction services

MCUB Procurement Programs

MCUB Direct:

- Micro purchases for MCUB opportunities is set at \$100,000 (formerly \$25,000)
- Does not apply to federal funding purchases
- This is to enhance the opportunities for MCUB vendors to obtain Council contracts for goods and services

MCUB Select:

- Sheltered market solicitation process intended to reduce barriers for targeted groups
- Will apply when at least three (3) small, targeted group businesses (MCUB) are available and capable of performing the scope of work identified within the solicitation
- Procurements eligible for MCUB Select must not have any federal funding nor subcontracting opportunities

MCUB Preference:

- Metropolitan Council provides a 12% evaluation preference (formerly 6%) to certified MCUB suppliers for solicitations sent to both MCUB and Non-MCUB suppliers
- Procurements must not have any federal funding nor subcontracting opportunities

EDU Purpose

To develop support services and tools that promote the inclusive and equitable participation of businesses and stakeholders to advance the Metropolitan Council's objectives.

Implemented Small Business Opportunities Spend Plan (SBOSP)

Purpose

- To foster intentional planning for equitable outcomes through each division and department.
- To increase small business participation in the Council's procurement and contracting.
- To create shared accountability across all divisions.
- To eliminate disparities in Metropolitan Council contracting and procurements.

All divisions have submitted their 2026 & 2027 spend plans in February 2026.
OCR SB will conduct quarterly progress monitoring

Free Contractors Training

Contract Term

Two Years (March 2024 thru April 2026)

Quarterly basis

- Four trainings per quarter
- Roughly 40–60 small businesses attend each quarter
- Businesses can attend multiple trainings

Training Areas:

- Construction Safety
- Estimating and Bid
- Responding to an RFP
- Managing Contract Changes
- Intro to Government Contracting
- Strategic Planning

1-on-1 Consultation Services

Term

Two Years (March 2024 thru April 2026)

Quarterly

- 8 MCUBs participate
- Businesses are expected to attend one session per month (three sessions total)
- First session is an intro and business assessment

Two Courses

- Intro to Government Contracting
- Implementing Human Resources
- Strategic Planning
- Accounting for Project-Based Businesses
- Market Analysis
- Seeking Government Contracts & Crafting Competitive Proposals
- Branding - Design - Marketing
- Estimating & Bidding
- Obtaining Working Capital
- Teaming Strategies

Role Overview: Equal Opportunity Consultant Outreach Specialist

Connecting Small Businesses to the Met Council

- Virtual meet and greets with Council Project Managers
- In-person networking events

Building Small Business Capacity

- Mentor-Protégé program

Building Relationships with Relevant Groups

- Small and Developing Businesses Opportunities Council (SADBOC)
- Community-based organizations

Continuous Learning & Improvement

- Collecting feedback through various methods
- Outreach to learn and improve



Role Overview: Equal Opportunity Consultant Outreach Specialist

Strategic Communications & Marketing

- Co-lead marketing and communication goals for small business initiatives

Community & Stakeholder Engagement

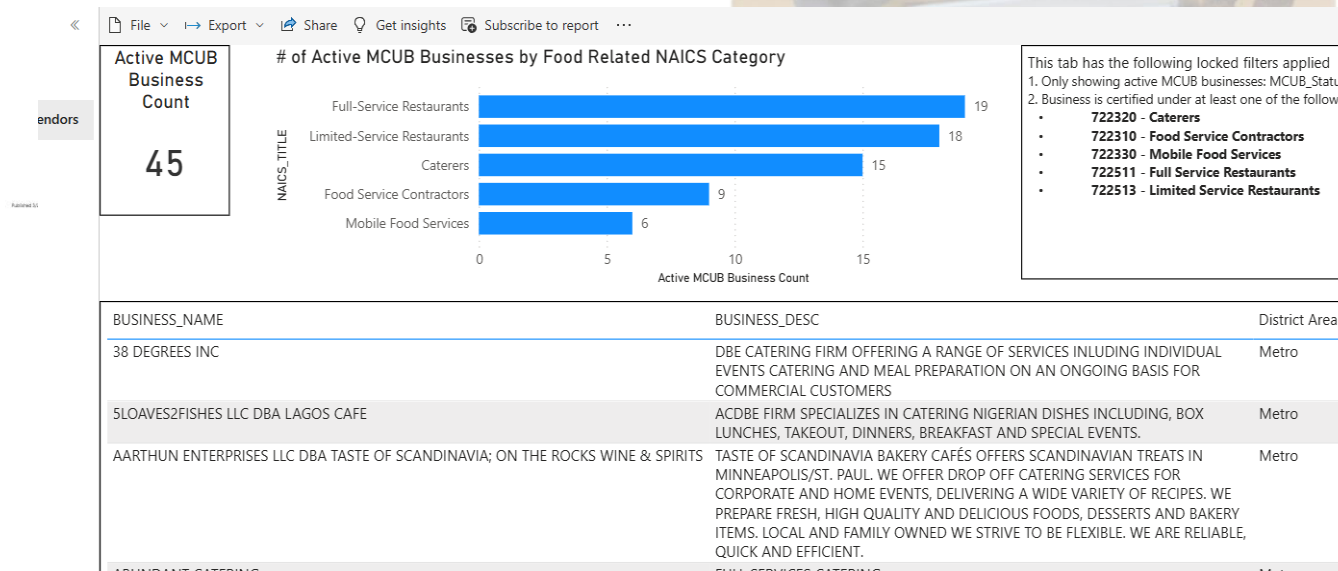
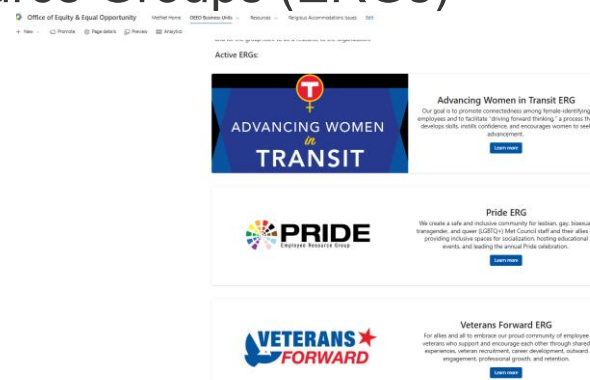
- Build and maintain partnerships with community organizations and small businesses

Data & Reporting

- Monitor and document Public Engagement efforts

Internal Collaboration

- Coordinate with Enterprise Content Management for SharePoint upgrades
- Manage and update EDU SharePoint resources
- Collaborate with Business Units within OCRSBP
- Collaborate with Employee Resource Groups (ERGs)



Partnering Communities

Community Organization	Status & Results
Latino Chamber of Commerce-(Council Member Pacheco)	Initial outreach completed; pending follow up
Black Chamber of Commerce-(CEO Yolanda Pierson & Chair Sherrlyn Thompson)	Initial outreach completed; met with Chair and CEO to discuss partnership opportunities. Pending follow up
Minnesota Hmong Chamber of Commerce	Initial outreach completed; pending follow up
The Metropolitan Urban Directors (MUID)	Engaged NEED Committee through formal presentation of OCRSB/EDU services, and identified areas for partnership
American Indian Chamber of Commerce	Referred through NEED Committee (Barb Drew), coordination underway to initiate
The Metropolitan Consortium of Community Developers	Outreach planned, identifying appropriate point of contact
The African Development Center	Initial outreach completed, pending progress
Asian American Commerce	Initial outreach completed, pending progress
Women Business Development Center	Outreach planned, identifying appropriate point of contact

Your Support

1. Identifying potential community partners for us to build relationships
2. Key contacts
3. Sharing info about local networking events, community events, etc

Connections Information Form:



Questions

EDU Contacts

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