

# HENNEPIN COUNTY

MINNESOTA

MEMO: Master Consulting Services Agreements Program Report

To: Board of Commissioners

From: Dan Nickols, Program Manager

Date: September 4, 2020

Re: Program Report - 2020 through second quarter

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Attached is the report for the Consulting Services Program through the second quarter of 2020.

Report highlights include:

- Total expenditures were \$3,891,820.
- Total dollars directed to Small Business Enterprises (SBE) were \$1,909,788 (49%).
- 270 firms have a master agreement in the program.
- 96 firms received work under the program; 53 SBE firms received work.

| <b>Firm Designation</b>           | <b>Utilization Rate</b> | <b>Amount</b>      | <b>%</b>   |
|-----------------------------------|-------------------------|--------------------|------------|
| Non- *SBE Expenditures            | 43 of 143 firms         | \$1,982,032        | 51         |
| SBE Expenditures                  | 31 of 64 firms          | \$1,074,448        | 27.6       |
| SBE/*WBE Expenditures             | 13 of 36 firms          | \$413,943          | 10.6       |
| SBE/*MBE Expenditures             | 9 of 27 firms           | \$421,397          | 10.8       |
| Total SBE Expenditures            | 53 of 127 firms         | \$1,909,788        | 49%        |
|                                   |                         |                    |            |
| <b>Total Program Expenditures</b> | <b>96 of 270 firms</b>  | <b>\$3,891,820</b> | <b>100</b> |

\*SBE: Small Business Enterprise, \*WBE: Woman Business Enterprise, \*MBE: Minority Business Enterprise





# Master Consulting Services Agreements Program Report — Second Quarter 2020

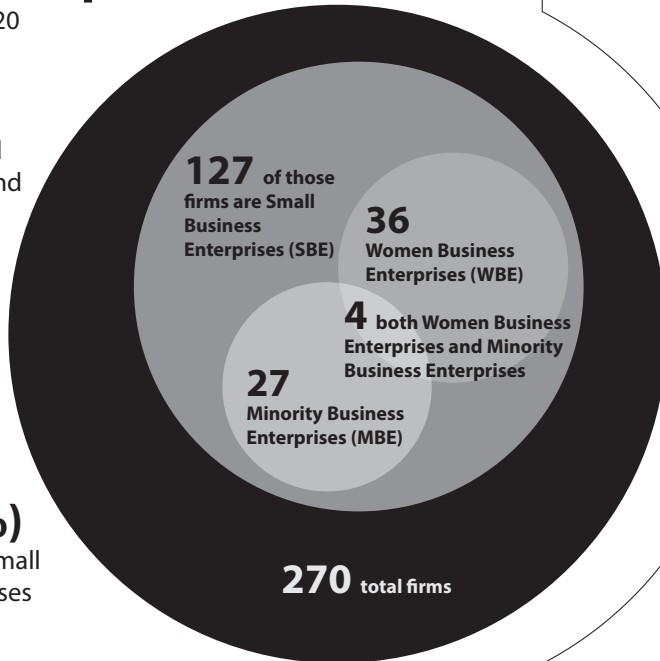
The Consulting Services Program allows consultants in various technical fields (e.g. architecture, engineering and other project-related consulting services) to be listed on a roster for providing professional services to county departments. Once listed on the roster, firms can be considered for work.

Program goals include creating a transparent process, improving competition by increasing the number of participating firms and encouraging greater use of Emerging and Small Business Enterprise firms.

## Firm participation

As of June 30, 2020

**270 firms** have participated in the program and signed a master agreement

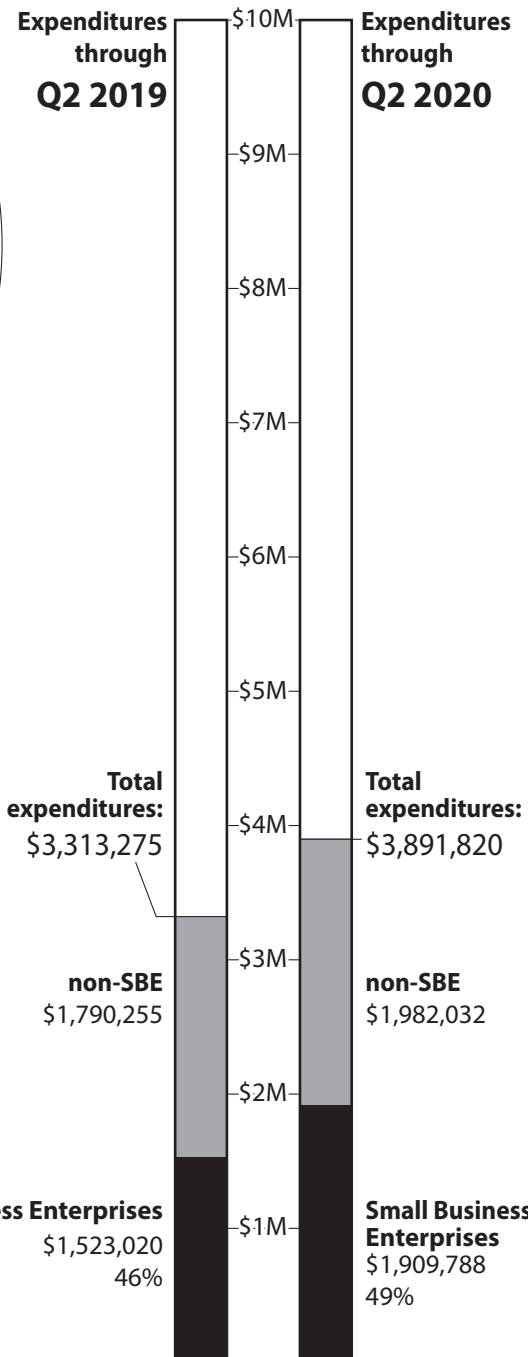


**127 (47%)** of the firms are Small Business Enterprises

## Expenditures

January 1 to June 30, 2020

Program allows for \$10 million in expenditures per year (Board resolution 19-0445)



## Program usage by work category and SBE utilization

| Work category                         | Amount             | SBE        |
|---------------------------------------|--------------------|------------|
| Architecture and facility engineering | \$1,492,740        | 49%        |
| Transportation                        | \$1,339,371        | 56%        |
| Environmental                         | \$430,513          | 31%        |
| Community engagement & development    | \$332,869          | 54%        |
| Construction support                  | \$232,047          | 46%        |
| Energy                                | \$64,280           | 0%         |
| <b>Total</b>                          | <b>\$3,891,820</b> | <b>49%</b> |