

# HENNEPIN COUNTY

## MINNESOTA

MEMO: Master Consulting Services Agreements Program Report

To: Board of Commissioners

From: Dan Nickols, Program Manager

Date: October 15, 2019

Re: Third Quarter 2019 Program Report

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Attached is the report for the Consulting Services Program for the third quarter of 2019.

Report highlights include:

- Total expenditures were \$5,589,614.
- Total dollars directed to Small Business Enterprises (SBE) were \$2,647,282 (47.1%).
- 245 firms have master agreements in the program.
- 109 firms received work under the program; 60 SBE firms received work.

<b>Firm Designation</b>	<b>Utilization Rate</b>	<b>Amount</b>	<b>%</b>
Non- *SBE Expenditures	49 of 127 firms	\$2,942,332	52.9
SBE Expenditures	35 of 61 firms	\$1,590,111	28.4
SBE/*WBE Expenditures	13 of 35 firms	\$549,444	9.7
SBE/*MBE Expenditures	12 of 22 firms	\$507,727	9.0
Total SBE Expenditures	60 of 118 firms	\$2,647,282	47.1
Total WBE Expenditures		\$604,146	10.8%
Total MBE Expenditures		\$509,796	9.1%
Total Program Expenditures	109 of 245 firms	<b>\$5,589,614</b>	<b>100</b>

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

Note: Effective October 1, 2019 the Consulting Services Program has transitioned from Public Works – Financial Services to Purchasing and Contract Services.





# Master Consulting Services Agreements Program Report — Third Quarter 2019

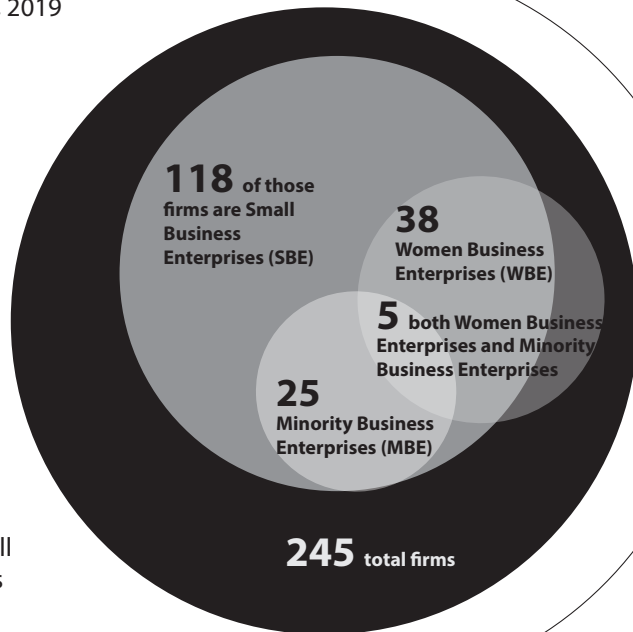
The Consulting Services Program allows consultants in various technical fields (e.g. architecture, engineering and other project-related consulting services) to prequalify for providing professional services to county departments. Once prequalified, firms can be considered for work.

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

## Firm participation

As of September 30, 2019

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



**118 (48%)** of the firms are Small Business Enterprises

## Program usage by work category and SBE utilization

Work category	Amount	SBE
Architecture and facility engineering	\$2,703,210	51%
Transportation	\$1,181,405	34%
Construction support	\$820,924	71%
Environmental	\$505,806	29%
Community engagement & development	\$313,889	44%
Energy	\$64,380	0%
<b>Total</b>	<b>\$5,589,614</b>	<b>47%</b>

## Expenditures

January 1 to September 30, 2019

Program allows for \$12 million in expenditures per year (Board resolution 16-0293)

