

# HENNEPIN COUNTY

MINNESOTA

MEMO: Master Consulting Services Agreements Program Report

To: Board of Commissioners

From: Dan Nickols, Program Manager

Date: February 21, 2019

Re: Fourth Quarter 2019 Program Report

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

Report highlights include:

- Total expenditures were \$8,634,899.
- Total dollars directed to Small Business Enterprises (SBE) were \$3,859,473 (44.7%).
- 261 firms have master agreements in the program.
- 129 firms received work under the program; 73 SBE firms received work.

<b>Firm Designation</b>	<b>Utilization Rate</b>	<b>Amount</b>	<b>%</b>
Non- *SBE Expenditures	55 of 137 firms	\$4,775,426	55.3
SBE Expenditures	42 of 51 firms	\$2,347,253	27.2
SBE/*WBE Expenditures	18 of 44 firms	\$870,682	10.1
SBE/*MBE Expenditures	13 of 29 firms	\$641,538	7.4
Total SBE Expenditures	73 of 124 firms	\$3,859,473	44.7%
Total WBE Expenditures		\$884,239	10.2%
Total MBE Expenditures		\$678,097	7.8%
Total Program Expenditures	129 of 261 firms	<b>\$8,634,899</b>	<b>100</b>

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





# Master Consulting Services Agreements Program Report — Fourth Quarter 2019

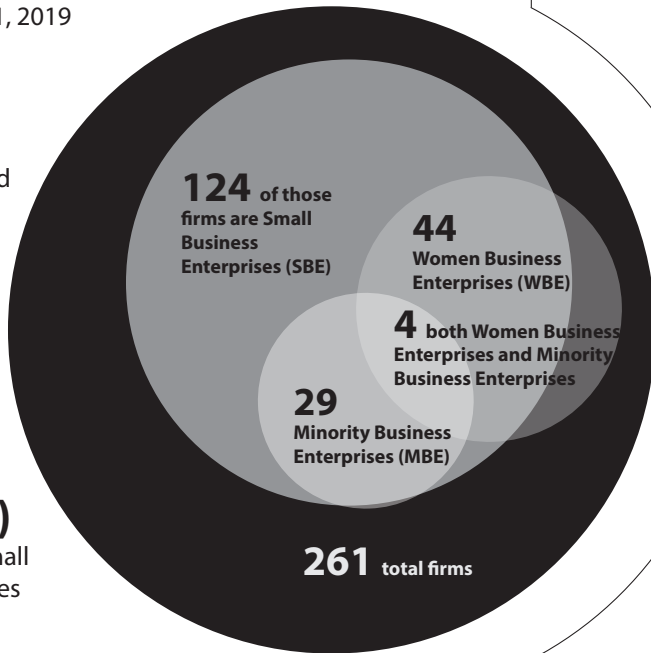
The Consulting Services Program allows consultants in various technical fields (e.g. architecture, engineering and other project-related consulting services) to prequalify for providing professional services to county departments. Once prequalified, firms can be considered for work.

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 December 31, 2019

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

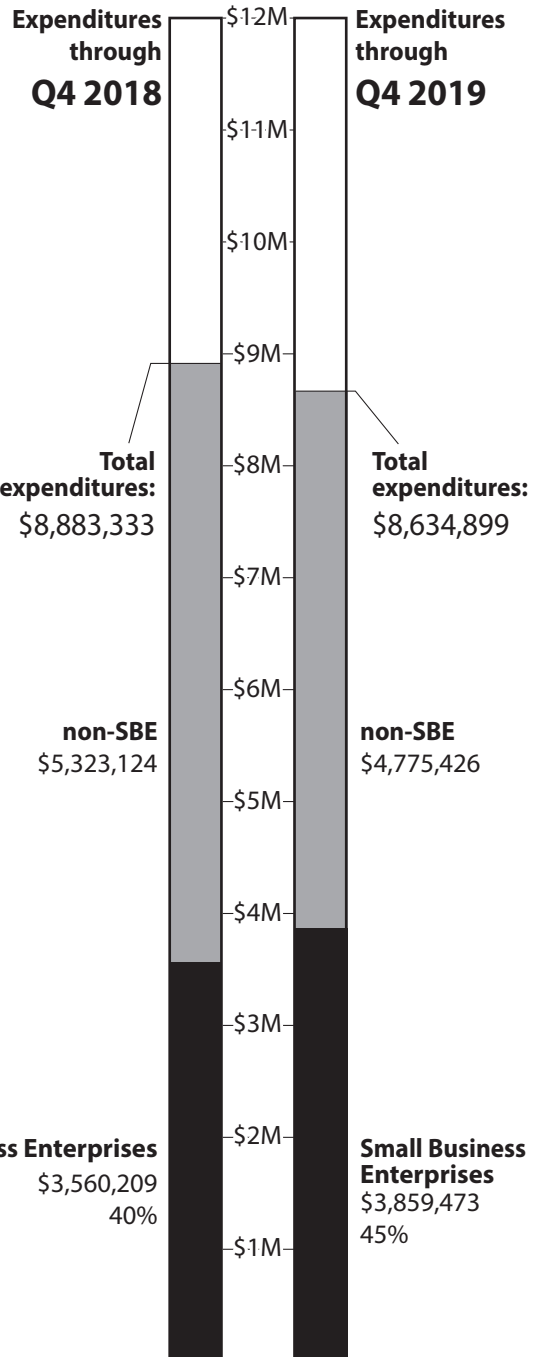


**124 (48%)** of the firms are Small Business Enterprises

## Expenditures

January 1 to December 31, 2019

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



## Program usage by work category and SBE utilization

Work category	Amount	SBE
Architecture and facility engineering	\$3,725,134	41%
Transportation	\$2,143,238	40%
Construction support	\$1,387,690	62%
Environmental	\$794,534	26%
Community engagement & development	\$513,528	77%
Energy	\$70,775	0%
<b>Total</b>	<b>\$8,634,899</b>	<b>45%</b>