



MINNESOTA STATE
Board of Trustees

AGENDA ITEM SUMMARY

NAME: Finance and Facilities Committee

DATE: October 15, 2024

TITLE: Contracts Approved \$1 Million To \$3 Million – June 10, 2024, to September 27, 2024

Action

Review and Discussion

This item is required by policy

PRESENTERS

Bill Maki, Vice Chancellor for Finance and Facilities, System Office

Tim Anderson, System Director for Procurement and Contract Management

PURPOSE

Board Policy 5.14, Contracts, Procurements, and Supplier Diversity, requires Board of Trustees approval of any procurement, lease agreement, or professional, technical, or consulting service contract with a value in excess of \$3,000,000 or contract amendment that would increase the total value of a contract to more than \$3,000,000. System Procedure 5.14.2 Part 11 requires for contracts \$1,000,000 or greater and less than \$3,000,000:

Subpart A. System Office contracts between \$1,000,000 and \$3,000,000

The chancellor or chancellor's designee shall consult with the Board of Trustees' Chair and the Chair of Finance and Facilities Committee on all system office contracts with a total contract value (TCV) of \$1,000,000 and less than \$3,000,000. If the contract moves forward to executed status after consultation, it will be reported to the Board at the next scheduled Board meeting. The Chairs can recommend a full Board review after consultation is concluded prior to contract approval.

Subpart B. College and University contracts between \$1,000,000 and \$3,000,000

The Chancellor or the Chancellor's designee must report any college or university contract with a TCV of \$1,000,000 and less than \$3,000,000 to the Board at the next scheduled Board meeting after the contract has been executed. The Chancellor or the Chancellor's designee can recommend a full Board review if a review is believed to be in the best interest of the system prior to contract approval.

CONTRACTS APPROVED \$1 MILLION TO \$3 MILLION – June 10, 2024, to September 27, 2024

Date Approved	Institution	Contract/Services Description	Amount	Duration of Contract
6/12/24	Minnesota State University, Moorhead	Media buying consulting contract- <i>Kelner Communications, Inc.</i> This contract, which followed a Request for Proposal (RFP) issued in March 2024 that received six responses, is designed to provide MSUM with media buying recommendations throughout the year. Kelner Communications Inc. will collaborate with MSUM to support the institution's media strategies.	\$1.0M	July 2024 to June 2025
6/28/24	Minneapolis Community and Technical College	Media buying consulting contract - <i>25th Hour Communications, Inc.</i> This contract covers a range of services. These include media buying, graphic design, creative services, and campaign management based on the lead management center.	\$1.2M	July 2024 to June 2029
6/28/24	St. Paul College	Customer Relationship Management software contract- <i>EAB Global, Inc.</i> This amendment adds the "Moonshot Equity" feature and extends the contract by one year, now ending on June 26, 2029. The additional services were requested as part of a single-source procurement that aligns with the college's need for EAB's comprehensive student engagement solutions. These services help hardwire critical components, including a higher-ed specific data model, student success tools, in-house change management, and equity diagnostics. The goal is to improve student persistence and graduation rates for up to 8,365 undergraduate students.	\$1.4M	March 2023 to June 2029
7/29/24	Ridgewater College	Commercial Driver's License training range construction contract- <i>BCI Construction, Inc.</i> Construction of a commercial truck driving course on the Wilmar campus funded through a DEED grant.	\$1.4M	Construction
8/27/24	System Office	This is a three-year contract extension for professional/technical services with <i>VFA Facility, a Gordian company</i> . This contract extension supports the system's facility condition assessment strategy that was discussed at the March 2024 finance and facilities committee meeting.	\$1.4M	July 2024 to June 2027