

M/WBE COMMENTS

CONTRACT: N Cleveland Ave & Willie Davis Apartment Project General Contractor: Risa Home Improvements & Construction LLC

The M/WBE participation goals for this contract were **10% MBE, and 5% WBE**, as determined by the Internal M/WBE Goal Setting Committee. The apparent low bidder, **Risa Home Improvements & Construction LLC**, failed to meet the established goals by submitting **14.97% MBE and 0% WBE**; therefore, they have submitted documentation or responded to the following good faith criteria outlining their efforts to meet the goal. The criteria and their responses are as follows:

- (a) Attending pre-solicitation or pre-bid meetings that are scheduled by the City to inform M/WBEs of contracting, subcontracting, and supply opportunities.

A company representative did attend the pre-bid conference.

10/10 points

- (b) Advertising in general circulation, trade associations, and minority-focus media concerning subcontracting opportunities.

The Contractor did not advertise in general circulation, trade associations, or minority-focus media groups.

**0/15
points**

- (c) Submit copies of solicitations for quotes to at least three (3) minority business firms from the source list provided by the Owner for each subcontract to be let under this contract. Each solicitation shall contain a specific description of the work to be subcontracted, location where bid documents can be reviewed, representative of the prime bidder to contact, and location, date and time when quotes must be received.

The Contractor provided an invitation to bid after the bids were due.

4.5/15 points

- (d) Submit a copy of a telephone log listing follow-up calls to each firm sent a solicitation.

The Contractor submitted email communications after bids were due.

5/10 points

- (e) Identifying and selecting portions of the work to be performed by M/WBEs in

order to increase the likelihood of M/WBE participation (including where appropriate, breaking down contracts into economically feasible units to facilitate M/WBE participation).

The Contractor identified portions of work to be performed through their solicitation letter.

13.75/15 points

- (f) Providing interested M/WBEs with equal access to specifications, plans, and requirements of the contract.

The Contractor identified locations where plans could be reviewed by subcontractors in the solicitation letter.

8.75/10 points

- (g) Negotiating fairly with interested M/WBEs. For subcontracts where a minority business firm is not considered the lowest responsible sub-bidder, submit copies of quotes received from all firms submitting quotes for that particular subcontract.

The Contractor did not submit a quote comparison form, nor included quotes for subcontractors where a minority business firm is not considered the lowest responsible sub-bidder.

0/25 points

- (h) Using the services of the City of Winston-Salem or correspondence with minority business, community, or contractor organizations utilized in an attempt to meet the goal.

The Contractor submitted documentation of having utilized one source.

1.5/10 points

- (i) Assisting minority businesses in need of equipment, loan capital, lines of credit, or joint pay agreements to secure loans, supplies, or letters of credit, including waiving credit that is ordinarily required.

The Contractor provided evidence of offering assistance and no evidence of implementation.

12.5/20 points

- (j) Providing assistance in obtaining required bonding or insurance or providing alternatives to bonding or insurance for subcontractors.

The Contractor provided evidence of offering assistance and no evidence of implementation

10/25 points

- (k) Did the company offer to joint venture or partner with MWBE firms.

The Contractor provided evidence of offering assistance and no evidence of implementation

7.5/10 points

- (l) Provide quick pay agreements and policies to enable minority contractors and suppliers to meet cash flow demands.

The Contractor provided evidence of offering assistance and no evidence of implementation

5/15 points

The M/WBE Citizen Advisory Committee found that **Risa Home Improvements & Construction LLC** has not demonstrated a Good Faith Effort to meet the recommended goals for the **N Cleveland Ave & Willie Davis Apartment Project**. The company accumulated a score of **78.5 points out of the possible 180**. One hundred fifteen (**115**) is the **minimum required point criteria** for demonstrating Good Faith Effort.