

**M/WBE COMMENTS**  
**CONTRACT: Happy Hill Park Renovation**  
**General Contractor: Bar Construction Company**

The established M/WBE participation goals for this contract were 16% MBE, 11% WBE. The apparent lowest bidder, Bar Construction Company, submitted M/WBE goals of 5.8% MBE, 9.0% WBE failing to meet the established goals; 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:

**Awarded/Possible Points**

- (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 association, and minority-focus media concerning subcontracting opportunities.

**The company advertised in two of the three of the required mediums.**

**10/15 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. Solicitation was made at least 10 days before bids were due.

**The company provided an invitation to bid, which included where the plans can be found, their address, contact person, and phone number.**

**12/15 points**

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

**The company followed up by phone and/or email with M/WBE firms.**

**7/10 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 company identified portions of work to be performed by MWBE's through their solicitation letter, but did not break them down into economically feasible units.**

**8/15 points**

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

**The company provided interested M/WBE firms with equal access to the plans and specifications through their solicitation letter/invitation to bid. Access options included an email link and office locations.**

**10/10 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 company provided evidence to support that they received quotes from interested M/WBEs. Evidence of negotiation was not provided.**

**17/25 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 company used the City of Winston-Salem's M/WBE Office, The National Association of Minority Contractors, and other similar sources.**

**8/10 points**

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

**The company did offer assistance in this area, no evidence of past implementation was provided.**

**9/20 points**

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

**The company did offer assistance in this area, no evidence of past implementation was provided.**

**13/25 points**

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

**The assistance was not offered nor was documentation provided.**

**5/10 points**

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

**Quick pay agreements were offered in the solicitation letter. The example of past implementation exceeded the 5 year maximum.**

**7/15 points**

The City's M/WBE Advisory Committee reviewed the documentation on July 24, 2018 and found that Bar Construction Company demonstrated a Good Faith Effort to meet the recommended goals for **The Happy Hill Park Renovation** project. The company accumulated an average score of **116 points out of the possible 180**, surpassing the **115 required point criteria** for demonstrating a Good Faith Effort.