

M/WBE COMMENTS
CONTRACT: Joycelyn V. Johnson Municipal Services Center Roof Project
General Contractor: Davco Roofing & Sheet Metal, LLC

The established M/WBE participation goals for this contract were **7% MBE, 4% WBE**. The apparent lowest bidder, **Davco Roofing & Sheet Metal, LLC**, submitted M/WBE goals of **0% MBE and 4% WBE**, failing to meet the established goals; therefore, they have submitted documentation and 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. A contractor must advertise in all three mediums to receive full value for this item.
- The Contractor did not provide evidence in their Good Faith Effort of advertising in **all** three mediums.
- 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. Solicitation was made at least 10 days before bids were due.
- The Contractor did not provide a solicitation letter but did receive quotes from different firms.
- 5/15 points**
- D. Submit a copy of a telephone log listing follow-up calls to each firm sent a solicitation.
- The Contractor did provide evidence of follow-up with a firm.
- 5.8/10 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 did not identify select portions of work to be performed

3/15 points

F. Providing interested M/WBEs with equal access to specifications, plans, and requirements of the contract.

- The Contractor provided interested M/WBE firms with equal access to the plans through email attachment.

3.2/10 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 provided evidence to support their firm receiving quotes from interested M/WBEs and included a thorough quote comparison form.

22/25 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. A contractor must utilize at least two agencies to receive full value.

- The Contractor **did not use any agencies** to solicit M/WBE participation as requested in this item.

0.4/10 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. Evidence of implementation from previous projects in the past 5 years advising M/WBE firms of the types of assistance available can also be included. A contractor can receive up to 10 points for offering and up to 10 points for implementation.

- The Contractor did not offer or provide evidence of implementation for this item.

0/20 points

J. Providing assistance in obtaining required bonding or insurance or providing alternatives to bonding or insurance for subcontractors. Evidence of implementation from previous projects in the past 5 years advising M/WBE firms of the types of assistance available can also be included. A contractor can receive up to 10 points for offering and up to 15 points for implementation.

- The Contractor did not offer or provide evidence of implementation for this item.

0/25 points

K. Did the company offer to joint venture or partner with MWBE firms?

- The Contractor did not offer or provide evidence of implementation for this item.

0/10 points

L. Provide quick pay agreements and policies to enable minority contractors and suppliers to meet cash flow demands. Evidence of implementation from previous projects in the past 5 years advising M/WBE firms of the types of assistance available can also be included. A contractor can receive up to 5 points for offering and up to 10 points for implementation.

- The Contractor did not offer quick pay agreements and provided scant evidence of implementation.

1/15 points

The City's M/WBE Advisory Committee reviewed the documentation on **July 25, 2023 and** found that **Davco Roofing & Sheet Metal** did not demonstrate a Good Faith Effort to meet the recommended goals for the **Joycelyn V. Johnson Municipal Services Center Roof Project**. The company accumulated an average score of **50.4 points** out of the **possible 180**, not meeting the **115 required** point criteria for demonstrating a Good Faith Effort.