



Office of Business  
Inclusion and Advancement

City of Winston-Salem  
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[www.cityofws.org](http://www.cityofws.org)

# Memorandum

**TO:** Mayor, Mayor Pro Tempore, and Members of City Council  
**FROM:** Jakira Westbrook, Business Inclusion Manager  
**DATE:** February 11, 2021  
**SUBJECT:** M/WBE Participation for Agenda Items  
**CC:** Evan Raleigh, Assistant City Manager  
Ken Millett, Director, Business Inclusion and Advancement

During the February 8<sup>th</sup> Finance Committee meeting, a few M/WBE related questions were asked about items C-7 – Washington Park Phase I & Old Town Drainage and C-8 – Novack Street Bridge Replacement projects.

## C:7 - Washington Park Phase I & Old Town Drainage

After reviewing the scope of work, confirming the relative availability of M/WBE firms, and discussing contract specifications, the City's Internal M/WBE Committee identified subcontracting opportunities in the areas of demolition, clearing & grubbing, erosion control, grading, landscaping, and concrete. M/WBE participation goals were set at 17% MBE and 10% WBE.

The contractor solicited quotes from certified M/WBE firms for any work for which the company is qualified, including the specific trades listed below. The contractor received quotes from certified M/WBE firms for those in *italics*.

- Grading/Erosion Control
- *Landscaping (Quote Received; Not Used in Bid. Non-M/WBE submitted quote at a lower price)*
- *Paving (Quote Received; Used in Bid; White Female/WBE Firm)*
- Furnishings
- Utilities
- Gates
- *Concrete (Quote Received; Used in Bid; Black/MBE Firm)*
- Steel
- Wood Products
- *Cladding/Siding (Quote Received; Not Used in Bid. M/WBE who submitted quote was not certified at the time of bid submission)*
- Roofing
- Doors/Hardware
- Drywall
- *Painting (Quote Received; Used in Bid; Black/MBE Firm)*
- Specialties
- *Plumbing (Quote Received; Used in Bid; Hispanic American/MBE Firm)*
- Mechanical
- *Electrical (Quote Received; Used in Bid; White Female/WBE Firm)*

With its bid the contractor reached participation of 8.1% with certified minority-owned businesses and 19.7% with certified women-owned businesses. Because the established goal for minority participation was not achieved, the contractor was required to provide the City with Affidavit D which documents their efforts to reach the set M/WBE participation goals.

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**City Council:** Mayor Allen Joiner; Denise D. Adams, Mayor Pro Tempore, North Ward; Barbara Hanes Burke, Northeast Ward; Robert C. Clark, West Ward; John C. Larson, South Ward; Jeff MacIntosh, Northwest Ward; Kevin Mundy, Southwest Ward; Annette Scippio, East Ward; James Taylor, Jr., Southeast Ward; City Manager: Lee D. Garrity

In the review conducted by the M/WBE Citizens Advisory Committee, the contractor must accumulate a minimum of 115 out of 180 points to demonstrate a Good Faith Effort. For comparison, the State of North Carolina requires 50 out of 100 points. The contractor accumulated an average score of 121, thus demonstrating a Good Faith Effort for M/WBE participation.

Central Builders, Inc. of Mebane will be required to subcontract a minimum of 8.1% of this contract with certified minority-owned businesses and 19.7% with certified women-owned businesses.

#### C-8 - Novack Street Bridge Replacement

After reviewing the scope of work, confirming the relative availability of M/WBE firms, and discussing contract specifications, the City's Internal M/WBE Committee identified subcontracting opportunities in the areas of demolition, clearing & grubbing, erosion control, grading, hauling, and concrete. M/WBE participation goals were set at 6% MBE and 4% WBE.

The contractor solicited quotes from certified M/WBE firms for any work for which the company is qualified, including the specific trades listed below. The contractor received quotes from certified M/WBE firms for those in *italics*.

- Construction Surveying
- Grading
- Reinforcing Steel (Bridge)
- Concrete Barrier Rail
- *Hauling Asphalt (Quote Received; Used in Bid; Black/MBE Firm)*
- *Guardrail (Quote Received; Used in Bid; White Female/WBE Firm)*
- Temporary Silt Fence
- *Seeding and Erosion Control (Quotes Received; Not Used in Bid. Non-M/WBE submitted quote at a lower price)*
- Waterline
- Sewer
- *Hauling Stone (Quote Received; Not Used in Bid; Contractor will self-perform at a lower price)*
- *Traffic Control/Signs (Quote Received; Used in Bid; White Female/WBE Firm)*

With its bid the contractor reached participation of 0.14% with certified minority-owned businesses and 3.03% with certified women-owned businesses. Because the established goals for M/WBE participation were not achieved, the contractor was required to provide the City with Affidavit D which documents their efforts to reach the set M/WBE participation goals.

In the review conducted by the M/WBE Citizens Advisory Committee, the contractor must accumulate a minimum of 115 out of 180 points to demonstrate a Good Faith Effort. For comparison, the State of North Carolina requires 50 out of 100 points. The contractor accumulated an average score of 123, thus demonstrating a Good Faith Effort for M/WBE participation.

Smith Rowe, LLC. will be required to subcontract a minimum of 0.14% of this contract with certified minority-owned businesses and 3.03% with certified women-owned businesses.