

**M/WBE COMMENTS**  
**CONTRACT: Granville Park Improvements**  
**General Contractor: Wildlands Construction LLC**

The established M/WBE participation goals for this contract were MBE 16%, WBE 10%. The apparent lowest bidder, Wildlands Construction LLC., failed 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 not attend the pre-bid conference.**

**0/10 points**

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

**The company did not advertise in two of the three required media. 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.

**They provided a bid solicitation letter that listed the work to be subcontracted. Location where bid documents could be reviewed and the solicitation was made 10 days before bids were due.**

**11/15 points**

- (d) Did you follow up initial solicitation of interest by contacting M/WBE firms to determine with certainty whether the M/WBE firms are interested? Submit a copy of a telephone log listing follow-up calls to each firm sent a solicitation.

**The company followed up by phone calling M/WBE firms.**

**9.6/10 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 requested subcontractors portions of work in the bid solicitation letter.**

**11.2/15**

**points**

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

**The company sent solicitation letters through email.**

**9/10 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. There was no Subcontractor Quote Comparison Form.**

**9.4/25 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 only used the City of Winston M/WBE HUB Directory.**

**6/10 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 only offered assistance in their bid solicitation letter. No examples of implementation were provided**

**8/20 points**

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

**The company only provided their bid solicitation letter. No examples of implementation were provided**

**8/25 points**

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

**The company only provided their bid solicitation letter. No examples of implementation were provided**

**5.4/10 points**

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

**The company provided their bid solicitation letter. No examples of implementation were provided**

**4/15 points**

The City's M/WBE Citizen's Advisory Committee reviewed the documentation on September 20, 2022, and found that Wildlands Construction LLC., did not demonstrate a Good Faith Effort to meet the recommended goals for **the Granville Park Improvements**. The company accumulated an average score of **81.6 points out of the possible 180**, not surpassing the **115 required point criteria** for demonstrating a Good Faith Effort.