



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:** Alex Bohannon, Diversity Compliance Specialist  
**DATE:** June 2, 2021  
**SUBJECT:** M/WBE Participation for Hanes Park Phase II  
**CC:** Ben Rowe, Assistant City Manager  
Ken Millett, Director, Business Inclusion and Advancement  
Jakira Westbrook, Business Inclusion Manager

## Hanes Park Phase II

After reviewing the scope of work, confirming the relative availability of M/WBE firms, and discussing contract specification, the City's Internal M/WBE Committee identified subcontracting opportunities in the areas of erosion control, electrical, landscaping, concrete, and demolition. M/WBE participation goals were set at 12% and 7%.

The contractor solicited quotes from certified 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*.

- *Electrical*, (WBE Quote Received; Used in Bid; White Female/WBE Firm)
- *Concrete Turn Key* (MBE Quotes Received; Not Used in Bid; Contractor could self-perform at a lower price)
- *Paving*, (WBE Quote Received; Used in Bid; White Female/WBE Firm)
- *Painting*, (WBE Quote Received; Not Used in Bid. Non-M/WBE submitted quote at a lower price)
- *Landscaping*, (MBE and WBE Quotes Received; Used in Bid; Black/MBE Firm submitted quote at a lower price)
- *Surveying*, (WBE Quote Received; Used in Bid; White Female/WBE Firm)

With its bid, the contractor reached participation of 3.5% with certified minority-owned businesses and 26% 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.

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 156.6, thus demonstrating a Good Faith Effort for M/WBE participation.

Bar Construction Company, Inc. will be required to subcontract a minimum of 3.5% of this contract with certified minority-owned businesses and 26% with certified women-owned businesses.



Call 311 or 336-727-8000  
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**City Council:** Mayor Allen Joines; 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