

M/WBE COMMENTS
CONTRACT: Winston-Lake Phase II
General Contractor: Hodgin Construction Company

The established M/WBE participation goals for this contract were **15% MBE, 11% WBE**. The apparent lowest bidder, **Hodgin Construction Company** submitted M/WBE goals of **1.7% MBE, 8.5% 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.

Hodgin Construction advertised in one medium and utilized City M/WBE Division Staff for a list of potential subcontractors, which counts as assistance, but is not technically advertisement.

11.6/15 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.

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

15/15 points

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

Hodgin Construction followed up by email with M/WBE firms, and included a substantive phone log.

10/10 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).

Hodgin Construction identified portions of work to be performed through their solicitation letter, and included language specifically stating its intentions to assist M/WBE firms as much as possible.

15/15 points

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

Hodgin Construction provided interested M/WBE firms with equal access to the plans and specifications through their solicitation letter/invitation to bid. The plans, specifications, and requirements of the contract could be accessed through a link provided in the letter/email.

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.

Hodgin Construction provided evidence to support their firm receiving quotes from interested M/WBEs, and included a Subcontractor Quote Comparison spreadsheet.

25/25 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.

Hodgin Construction. utilized the City's M/WBE Division Staff and the NC department of Administration's HUB website.

10/10 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.

Hodgin Construction offered assistance in this area, and evidence of past implementation.

18.3/20 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 10 points for implementation.

Hodgin Construction offered assistance in this area through their letter of solicitation and evidence of past implementation was provided.

24.1/25 points

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

Hodgin Construction did not offer or provide evidence of past implementation of a joint venture.

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 10 points for offering and up to 10 points for implementation.

Quick pay agreements were offered in the solicitation letter and evidence of implementation previously was provided.

15/15 points

The City's M/WBE Advisory Committee reviewed the documentation on July 21, 2020, and found that **Hodgin Construction** demonstrated a Good Faith Effort to meet the recommended goals for **Winston-Lake Phase II** project. The company accumulated an average score of **164 points out of the possible 180**, surpassing the **115 required point criteria** for demonstrating a Good Faith Effort.