



Office of Business
Inclusion and Advancement

City of Winston-Salem
P.O. Box 2511
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CityLink 311 (336.727.8000)
www.cityofws.org

Memorandum

TO: Mayor, Mayor Pro Tempore, and Members of City Council
FROM: Alex Bohannon, Diversity Compliance Specialist
DATE: April 28th, 2021
SUBJECT: M/WBE Participation for Grand Pavilion Renovations
CC: Tasha Logan Ford, Assistant City Manager
Ken Millett, Director, Business Inclusion and Advancement
Jakira Westbrook, Business Inclusion Manager

Grand Pavilion Renovations

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, grading, electrical, landscaping, concrete, and clearing and grubbing. M/WBE participation goals were set at 7% 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)
- Drywall
- *Acoustical Ceilings*, (WBE Quotes Received; Used in Bid; White Female/WBE Firm)
- *Flooring*, (WBE Quotes Received; Not Used in Bid. Non-M/WBE submitted quote at a lower price)
- *Painting* (MBE and WBE Quotes Received; Used in Bid; White Female/WBE Firm submitted quote at a lower price)
- *Wallcovering* (WBE Quote Received; Used in Bid; White Female/WBE Firm)

With its bid, the contractor reached participation of 0% with certified minority-owned businesses and 76.38% 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 149, thus demonstrating a Good Faith Effort for M/WBE participation.

Lomax Construction, Inc. will be required to subcontract a minimum of 0% of this contract with certified minority-owned businesses and 76.38% 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