

M/WBE COMMENTS
CONTRACT: Union Station 2nd Floor Upfit Project
General Contractor: Central Builders, Inc. of Mebane

The M/WBE participation goals for this contract were 10% MBE, 10% WBE, as determined by the Internal Goal Setting Committee. The apparent low bidder, **Central Builders, Inc. of Mebane** failed to meet the established goals by submitting **5.7% MBE and 0.0% WBE**; 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:

- (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.

The Contractor advertised in one of the three mediums required.

7/15 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.

The Contractor provided an invitation to bid, which included where the plans can be found, their address, contact person, and phone number 10 days prior to the date bids were due.

15/15 points

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

The contractor provided follow-up for all of the trades that were identified.

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).

The Contractor identified portions of work to be performed through their solicitation letter.

13/15 points

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

The Contractor identified locations where plans could be reviewed by subcontractors in the solicitation letter.

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.

The Contractor provided evidence to support their firm receiving quotes from interested M/WBEs.

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.

The Contractor submitted documentation of having utilized two sources.

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.

The Contractor provided evidence of offering assistance and provided implementation.

20/20 points

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

The Contractor offered assistance and provided no evidence of

implementation.

11/25 points

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

The Contractor offered assistance and provided no evidence of implementation.

10/10 points

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

The Contractor offered evidence of offering assistance in the solicitation letter and no evidence of implementation.

7/15 points

The M/WBE Citizen Advisory Committee found that **Central Builders, Inc. of Mebane** has demonstrated a Good Faith Effort to meet the recommended goals for the **Union Station 2nd Floor Upfit Project**. The company accumulated a score of **148 points out of the possible 180**. One hundred fifteen (**115**) is the **minimum required point criteria** for demonstrating Good Faith Effort.