

M/WBE COMMENTS
CONTRACT: Bryce A. Stuart Renovations
General Contractor: KNA Contracting

The established M/WBE participation goals for this contract were **21% MBE, 13% WBE**. The apparent lowest bidder, KNA Contracting., submitted M/WBE goals of **0% MBE, 2% 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.
- KNA Contracting provided evidence in their Good Faith Effort of advertising in two of the three mediums.
- 10/15 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.
- KNA Contracting 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. They did not receive full points due to some lack of clarity relative to their chosen method of submission for this item.
- 13/15 points**
- D. Submit a copy of a telephone log listing follow-up calls to each firm sent a solicitation.
- KNA Contracting followed up by email with M/WBE firms, but did not include a phone log.
- 9/10 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).
- KNA Contracting identified portions of work to be performed through their solicitation letter, but were not descriptive enough to receive the full allocation of points.

14/15 points

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

- KNA Contracting 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.

- KNA Contracting provided evidence to support their firm receiving quotes from interested M/WBEs, included a through subcontractor quote comparison form.

23/25 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.

- KNA Contracting used two agencies to solicit M/WBE participation as requested in this item and received full points.

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.

- The company offered assistance in this area, but no evidence of past implementation.

10/20 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.

- KNA Contracting did not offer assistance in this area through their letter of solicitation & no evidence of past implementation.

0/25 points

K. Did the company offer to joint venture or partner with MWBE firms?

- KNA Contracting 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.

- KNA Contracting offered quick pay agreements in the solicitation letter but evidence of implementation previously was not provided.

10/15 points

The City's M/WBE Advisory Committee reviewed the documentation on August 25, 2020, and found that KNA Contracting demonstrated a Good Faith Effort to meet the recommended goals for Bryce A. Stuart Renovations project. The company accumulated an average score of **121 points** out of the **possible 180**, surpassing the **115 required** point criteria for demonstrating a Good Faith Effort.