

**M/WBE COMMENTS**  
**CONTRACT: City Hall Roof**  
**General Contractor: Owens Roofing, Inc.**

The M/WBE participation goals for this contract were 7% MBE, 4% WBE, as determined by the Internal Goal Setting Committee. The apparent low bidder, **Owens Roofing, Inc.** failed to meet the established goals by submitting **0% MBE and 0.001% 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 attended the pre-bid conference.**

**10/10 points**

- (b) Advertising in general circulation, trade association, and minority-focus media concerning subcontracting opportunities.

**The company provided documentation demonstrating their advertisement in two required 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.

**The company provided copies of solicitations, descriptions of the work to be subcontracted, location of bid document locations, etc.**

**15/15 points**

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

**A telephone log was provided by the contractor which included a variety of different trades.**

**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 company included the scope of the work and broke it down to economically feasible units to be performed by M/WBE firms in order to increase the likelihood of M/WBE participation.**

**13/15 points**

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

**The company identified locations where plans could be reviewed by subcontractors.**

**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 company submitted copies of quotes received by M/WBE firms and non-MWBE firms.**

**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 company 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 company provided evidence of assistance and scant evidence of implementation.**

**14.4/20 points**

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

**The company provided evidence of assistance and evidence of implementation.**

**25/25 points**

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

**The company did not provide evidence of implementing a joint venture.**

**0/10 points**

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

**The company provided evidence of offering assistance and implementation.**

**13/15 points**

The City's M/WBE Internal Staff Committee found that **Owens Roofing, Inc.** has demonstrated a Good Faith Effort to meet the recommended goals for the **Easton Park Restrooms** project. The company accumulated a score of **155.4 points out of the possible 180**. One hundred fifteen (**115**) is the **minimum required point criteria** for demonstrating Good Faith Effort.