



Date: 08/19/2020
To: Guilford County Board of Commissioners
From: Cynthia Barnes-Phipps, MWBE Director
Subject: MWBE Good Faith Efforts for New Atlantic Contracting, Inc. – 21.57%
Project: CARES Act Funds – EMS Truck Wash Facility

In response to the COVID-19 pandemic the Facilities Department, has obtained emergency procurement status for the construction of the EMS Truck Wash Facility. The Contractor, New Atlantic Contracting, Inc., (New Atlantic) the current contractor for the EMS Maintenance & Logistics Facility has provided a proposal for this contract, as the new truck wash facility will be located on the current construction site. Per the County Attorney, under the emergency procurement status, this project is exempt from the usual bidding requirements. The submitted proposal includes MWBE participation. In accordance with NC General Statutes a review of the good faith efforts was conducted to determine whether the contractor followed NC General Statutes to make efforts required by including and engaging Historically Underutilized Businesses (HUBs) in this procurement opportunity.

Good faith efforts made by the Contractor listed on Affidavit A include the following:

- Broke down or combined elements of work into economically feasible units to facilitate MWBE participation. (Rec'vd 15 pts/ 15 pts)
 - **Action Taken:** *New Atlantic broke down some of the scopes of work into material and labor categories in order to make economically feasible units and to facilitate increased MWBE participation to subcontractors that prefer "labor only" agreements. For example, New Atlantic performed takeoffs for concrete and masonry to pursue labor-only subcontractors for the scopes. Labor-only type bidding allows for more MWBE participation through a lower "barrier to entry"*
 - **Action Taken:** *New Atlantic broke down scopes of work to promote and achieve increased minority participation through 2nd tier minority suppliers.*
 - *New Atlantic achieved success by acquiring minority subcontractors for concrete and masonry materials and minority participation for the masonry labor and 2nd- tier participation for concrete and plumbing supplies.*
- Negotiated in good faith with interested minority businesses and did not reject them as unqualified without sound reasons based on their capabilities. (Rec'd 15 pts/ 15 pts)
 - **Action Taken:** *New Atlantic began solicitation with onsite contractors based on the understanding the new work would be treated as a change order to the EMS Maintenance & Logistics Facility Phase 1 project. New Atlantic expanded efforts on contacting subcontractors and suppliers within the scopes of concrete, masonry, doors and windows, painting, plumbing, hvac and electrical. Strategic calls were made to minority subcontractors, through utilization of MWBE list used for the original bid project and their relationship with the MWBE community.*

- *New Atlantic achieved success by obtaining MWBE participation from six (6) African American, one (1) Hispanic, and one (1) Female -owned firms for a total of eight (8).*
- Provided quick pay agreement policy to enable minority contractors and suppliers to meet cash flow demands. (Rec'd **20 pts** / 20 pts)
 - **Action Taken:** *New Atlantic is offers quick pay agreements and options for joint checking to MWBE subcontractors to meet cash flow demands*
- New Atlantic Contracting, Inc., has earned a total of 50 points, which meets the GFE minimum of 50 points.
- The total MWBE participation amount is \$145,543. The MWBE participation rate is 21.57%.
- The Facilities Department recommends using New Atlantic Contracting, Inc., for this project.
- In accordance with Guilford County's 10% MWBE Subcontractor utilization goal, we have determined that New Atlantic Contracting, Inc., did meet the goal and made good faith efforts to meet and exceed the Guilford County 10% MWBE goal in accordance with NC General Statutes requirements.

EMS Truck Wash Facility MWBE Participation for New Atlantic Contracting, Inc.				
Subcontractor	Amount	%	Work to Perform	Diversity
Black Card, LLC	\$18,400	2.73%	Painting	B (Certified)
FM Supplies	\$8,928	1.32%	Plumbing Supplies	B (Certified)
Hopkins Cleaning Service	\$500	0.07%	Final Cleaning	B (Cleaning)
Johnson & Johnson Masonry	\$47,500,	7.04%	Masonry Labor	B (Certified)
Sterling Construction	\$25,915	3.84%	Doors & Windows	B (Certified)
Triad Pest Control	<u>\$300</u>	0.04%	Soil Treatment	B (Certified)
Subtotal Black (B)	\$101,543	15.04%		
PCM Concrete	<u>\$34,000</u>	5.04%	Concrete	H (Certified)
Subtotal Hispanic (H)	\$34,000	5.04%		
Johnson Concrete Products	<u>\$10,000</u>	1.48%	Block Supplier	W (Certified)
Subtotal White Female (W)	\$10,000	1.48%		
MWBE Subcontract Total	\$145,543			
Contract Award Total	\$674,811			
MWBE Participation Rate	21.56%			

If additional information is required, please contact Cynthia Barnes-Phipps, MWBE Director at 336-641-4565.