



Guilford County  
STATE of NORTH CAROLINA

Date: November 7, 2023, (Revised November 16, 2023 per Purchasing Request on November 14, 2023)  
To: Guilford County Board of Commissioners  
From: MWBE Program Deputy Director  
Subject: MWBE Goals and Good Faith Efforts  
Project #: 20174  
Project Name: Guilford County Courthouse Elevator Modifications

**MWBE PROGRAM OFFICE GOALS REVIEW**

Per NC GS 143-128.2. Minority Participation goals., Guilford County has adopted the state minority business participation goal of 10%. Guilford County shall establish a 10% minority goal on all projects greater than \$30,000.

On February 2017, the Guilford County Board of Commissioners established an aspirational MWBE participation goal of fifteen percent (15%), as recorded in the approved meeting minutes. Guilford County encourages each contractor to meet or exceed the aspirational goals in recruiting MWBE providers.

The following goals were established for the Guilford County Courthouse Elevator Modifications contract.

Established Goal	Aspirational Goal	Vendor Committed Goal
10%	15%	See Chart below for inclusion per Bid Package as two (2) contracts will be issued

Delaware Elevator submitted a Self-Performance Affidavit for each Bid Package, and per the current MWBE Administrative Manual, the firm is not required to meet the established goal on subcontracting opportunities. The Self-Performance Affidavit attests that the awarded firm will not subcontract any work but may get MWBE utilization on supplies when the opportunity exists. Delaware Elevator has committed 13.04% for Bid Package A and 4.88% for Bid Package B of the base bid plus accepted alternates and Owner Contingency with a MBE NC HUB certified supplier.

Bid Package A: Total Base Bid with accepted alternates and Owner Contingency of \$90,000 for a Total Contract Amount of \$1,186,180.00

Subcontractor/Supplier Name	NC HUB Certification	Race/Ethnicity	Amount Committed	Percent Committed
Lift Solutions	MBE	Hispanic	\$154,650.00	13.04%

Bid Package B: Total Base Bid with accepted alternates and Owner Contingency of \$60,000 for a Total Contract Amount of \$654,939.00

Subcontractor/Supplier Name	NC HUB Certification	Race/Ethnicity	Amount Committed	Percent Committed
Lift Solutions	MBE	Hispanic	\$32,013.00	4.88%

**GOOD FAITH EFFORTS REVIEW**

In accordance with NC GS 143-128.2(f), Minority business participation goals., and NC GS 143-131(b), a review of good faith efforts where the established goal has been met or exceeded is not required. All firms submitted a Self-Performance Affidavit and are not required to meet the established 10% goal as a result of submitting the subject affidavit.

☒ **The MWBE Department verifies that this contract complies with MWBE requirements set forth in the solicitation documents and the MWBE Policy and Administrative Manual and furthermore recommends this contract for award.**



North Carolina  
Department of Administration  
Office for Historically Underutilized Businesses

Machelle Sanders  
*Secretary*

Tammie Hall  
*Director*

June 26, 2020

John Castano  
Lift Solutions, Inc. (Minority Owned)  
1806 S. Lake Stevens Rd  
Lake Stevens, WA 98258

Dear John Castano:

The Office for Historically Underutilized Businesses (HUB Office) is pleased to inform you that your company is now certified as a Historically Underutilized Business. Your firm is listed in the Statewide Uniform Certification (SWUC) Program database. This certification will remain in effect for four (4) years from the date of this letter.

You must notify the HUB Office in writing within 30 days of any changes affecting your compliance with SWUC Program eligibility requirements, including changes in ownership, day-to-day management and operational control. Failure to notify the HUB Office of these changes or reapply for certification in a timely manner may cause your HUB Certification to be revoked. In addition, please be advised your status may be changed if there is a 3rd party challenge granted against your firm. The link to the HUB Office 3rd party challenge form can be located at <http://www.doa.nc.gov/hub/documents/ThirdpartyEligibilityChallengeev080811.pdf>. All information submitted to the Office for Historically Underutilized Business is subject to audit and review.

The HUB Office collaborates with local Minority/Women/Small Business (M/W/SBE) Offices who offer assistance to certified HUB firms with identifying contract opportunities with state and local government. Many of these offices also offer assistance with business development. Please visit our website at <http://www.doa.nc.gov/hub/programs.aspx?pid=swuc> to locate the local office near you. Another great resource is the Small Business and Technology Development Center at [www.sbtcd.org](http://www.sbtcd.org) for free personalized business assistance and counseling.

It is important to note that although your status as a certified HUB firm greatly improves your access to state and local government contracts, this certification does not guarantee contract awards. Your ability to research opportunities and bid competitively will be important to your success in this program. We are committed to assisting you through the process with the completion of the Preliminary Business Development and Supportive Services Assessment Survey, located on the HUB Office website under the Certification Tab. The information will provide an overview of your company which will assist us in appropriately aligning contract opportunities that you are ready, willing and able to pursue.

Thank you for your interest and participation in the SWUC Program as a Historically Underutilized Business firm with the State of North Carolina.

Sincerely,

***Tammie Hall***

Tammie Hall  
Director

**FORM #5**  
**WORK TO BE PERFORMED BY MINORITY BUSINESSES**  
**AFFIDAVIT C**

This affidavit shall be provided by the apparent lowest responsible, responsive bidder/proposed awardee within **72 hours** after notification of being low bidder.

(Do not submit this form with the bid/proposal. This form shall be submitted only by the apparent lowest responsible, responsive bidder/proposed awardee.)

Affidavit of Delaware Elevator Carolinas

(Name of Bidder/Proposer)

I do hereby certify that on the Guildford County Courthouse Elevator Modifications

(Project Name)

Project ID# Bid 20174 Package A Amount of Bid/Proposal \$ 1,186,180.00

I will expend a minimum of 10 % of the total dollar amount of the contract with minority business enterprises. Minority businesses will be employed as construction subcontractors, vendors, suppliers, or providers of professional services. Such work will be subcontracted to the following firms listed below.

(Attach additional sheets if required)

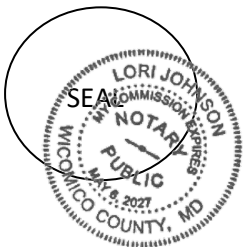
Name and Phone Number	*Minority Certification	Ethnicity	Work Description	Percent	Dollar Value
Lift Solutions 360-862-8328	Minority owned		Supplier	13	154,650.00
<b>Total</b>				13	154,650.00

**\* HUB Certification with the state HUB Office required to be counted toward state participation goals.**

Pursuant to GS143-128.2(d), the undersigned will enter into a formal agreement with Minority Firms for work listed in this schedule conditional upon execution of a contract with the Owner. Failure to fulfill this commitment may constitute a breach of the contract.

The undersigned hereby certifies that he or she has read the terms of this commitment and is authorized to bind the bidder/proposer to the commitment herein set forth.

Date: 11/15/2023 Name of Authorized Officer: Barry Hoffman  
Signature: \_\_\_\_\_  
Title: CFO



State of Maryland, County of Wicomico  
Subscribed and sworn to before me this 15 day of Nov. 2023  
Notary Public [Signature]  
My commission expires 5/06/2027

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Affidavit of Delaware Elevator Carolinas

(Name of Bidder/Proposer)

I do hereby certify that on the Guildford County Courthouse Elevator Modifications

(Project Name)

Project ID# Bid 20174 Package B Amount of Bid/Proposal \$ 654,939.00

I will expend a minimum of 10 % of the total dollar amount of the contract with minority business enterprises. Minority businesses will be employed as construction subcontractors, vendors, suppliers, or providers of professional services. Such work will be subcontracted to the following firms listed below.

(Attach additional sheets if required)

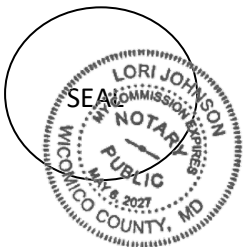
Name and Phone Number	*Minority Certification	Ethnicity	Work Description	Percent	Dollar Value
Lift Solutions 360-862-8328	Minority owned		Supplier	5	32,013.00
<b>Total</b>				5	32,013.00

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State of Maryland, County of Wicomico  
Subscribed and sworn to before me this 15 day of Nov. 2023  
Notary Public [Signature]  
My commission expires 5/06/2027