



Guilford County
STATE of NORTH CAROLINA

Date: 05/29/2020
To: Guilford County Board of Commissioners
From: Cynthia Barnes-Phipps, MWBE Director
Subject: MWBE Good Faith Efforts for Bar Construction Company, Inc. – 3.84 %
Project: Event# 663 High Point Mental Health HVAC Renovations

On behalf of the Facilities Department, the firm R. C. Pritchard Engineering Services conducted the bid process for the Guilford County High Point Mental Health HVAC Renovations. Bar Construction Company, Inc., (Bar) was the lowest responsible responsive bidder for the prime contract for the base bid and bid alternate #1. In accordance with NC General Statutes a review of 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 the bidding opportunity.

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

- Contacted minority businesses that reasonably could have been expected to submit a quote and that were known to the Contractor, or available on State or Local government-maintained lists, at least 10 days before the bid date and notified them of the nature and scope of the work to be performed. (Rec'd 5 pts / 10 pts)
- Made the construction plans, specifications and requirements available for review by prospective women and minority owned businesses, or provided these documents to them at least 10 days before the bids were due. (Rec'd 5 pts / 10 pts)
- Broke down or combined elements of work into economically feasible units to facilitate MWBE participation. (Rec'd 15 pts / 15 pts)
- Worked with minority trade, community, or contractor organizations identified by the Office of Historically Underutilized Businesses and included in the bid documents that provide assistance in recruitment of minority businesses. (Rec'd 5 pts / 10 pts)
- Attended pre-bid meetings scheduled by the County. (rec'd 10 pts / 10 pts)
- Provided examples of assistance to an otherwise qualified minority business in need of equipment, loan capital, lines of credit, or joint pay agreements to secure loans, supplies, or letters of credit, including waiving credit that is ordinarily required. Assisted minority businesses in obtaining the same unit pricing with the bidder's suppliers in order to help minority businesses in establishing credit. (Rec'd 15 pts / 25 pts)
- Provided quick pay agreement policy to enable minority contractors and suppliers to meet cash flow demands. (Rec'd 10 pts / 20 pts)
- Bar earned a total of 65 points, which meets the GFE minimum of 50 points.

Additional efforts made by the Contractor include:

- The Contractor made additional efforts to meet the MWBE participation goals to utilize HUB Certified Subcontractors, though this project scope is limited with only two major sub-trade disciplines.
- Bar contacted 23 MWBE subcontractors and suppliers; emailed plans and specifications out, and made follow-up phone calls to Certified Subcontractors and Suppliers asking about their intent to submit a proposal.
- Bar encouraged 1st- Tier Subcontractors to identify areas to increase MWBE participation and received participation from the Mechanical subcontractor
- The total MWBE participation amount is \$27,000 out of the \$703,000 recommended contract award. The MWBE participation rate is 3.84%.
- Bid Alternates No. 2 for \$5,000 (deduct) was not recommended and is not included in these amounts. Alternate No. 1 is recommended and included.
- The Facilities Department recommends using Bar Construction Company, Inc., for this project.
- In accordance with Guilford County's 10% MWBE Subcontractor utilization goal, we have determined that Bar Construction made good faith efforts to include minority and women-owned businesses though achieved less than the Guilford County 10% MWBE goal in accordance with NC General Statutes requirements.

High Point Mental Health HVAC Renovations MWBE Participation for Bar Construction Company, Inc.				
Subcontractor	Amount	%	Work to Perform	Diversity
GP Supply Company	\$1,500		HVAC Pipe - supplier	B (Certified)
GIA Painting	<u>\$1,500</u>		Painting	B (Certified)
Subtotal Black (B)	\$3,000	0.43%		
G&T Insulation Services, Inc.	<u>\$10,000</u>		HVAC Insulation	H (Certified)
Subtotal Hispanic (H)	\$10,000	1.42%		
MTTS, Inc	\$12,000		Ceilings/Drywall	W (Certified)
Carolina Disposal	<u>\$2,000</u>		Dumpster	W
Subtotal White Female (W)	\$14,000	1.99%		
MWBE Subcontract Total	\$27,000			
Contract Award Total	\$703,000			
MWBE Participation Rate	3.84%			

In addition to the good faith and follow up efforts made by the recommended Contractor, the MWBE Program Director and Purchasing Buyer completed outreach efforts to HUB Certified Subcontractors and provided an additional list of HUB Certified Subcontractors in North

Carolina to meet the 10% goal set by the State, which the County also uses in their MWBE Program to prospective prime contractors. The list is posted on the Guilford County MWBE and Purchasing websites. The bid was posted on the online Guilford County Strategic Sourcing System, which automatically notified 105 Suppliers registered in the Guilford County Supplier Portal. The Buyer offered Subcontractors access to plans. The MWBE Director reviewed the MWBE requirements and scope opportunities with the prospective prime bidders, MWBE goal expectations during pre-bid meeting. During the MWBE review, the MWBE Director worked directly with Bar to identify additional areas for increased MWBE participation.

If additional information is required, please contact Cynthia Barnes-Phipps, MWBE Director at 336-641-4565 or cbarnes1@guilfordcountync.gov.