



Guilford County
STATE of NORTH CAROLINA

Date: 06/19/2020
To: Guilford County Board of Commissioners
From: Cynthia Barnes-Phipps, MWBE Director *CBP*
Subject: MWBE Good Faith Efforts for Frank L. Blum Construction Company – 12.34 %
Project: Event# 684 Building Envelope Repairs

On behalf of the Facilities Department, the firm SKA Consulting Engineers, Inc., conducted the bid process for the Guilford County Building Envelope Repairs. Frank L. Blum Construction Company, Inc., (Frank L. Blum) 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 **10 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 **10 pts** / 10 pts)
- Broke down or combined elements of work into economically feasible units to facilitate MWBE participation. (Rec'd **15 pts** / 15 pts)
- Attended pre-bid meetings scheduled by the County. (Rec'd **10 pts** / 10 pts)
- Provided documentation for providing assistance in getting required bonding or insurance or of providing alternatives to bonding and insurance for subcontractors. (Rec'd **10 pts** / 20 pts)
- Negotiated in good faith with interested minority businesses and did not reject them as unqualified without sound reasons based on their capabilities and provided documentation of these efforts. (Rec'd **10 pts** / 15 pts)
- Provided quick pay agreement policy to enable minority contractors and suppliers to meet cash flow demands. (Rec'd **10 pts** / 20 pts)
- Frank L. Blum earned a total of 75 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 in sub-trade disciplines.
- Frank L. Blum contacted 200 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.
- Frank L Blum posted notifications for subcontractor solicitation in the local print media to recruit MWBE participation.
- Frank L. Blum encouraged 1st- Tier Subcontractors to identify areas to increase MWBE participation and received participation from the subcontractors
- The total MWBE participation amount is \$112,000 out of the \$907,059 recommended contract award. The MWBE participation rate is 12.34%.
- Bid Alternates No. 2 for \$548,076 (add) and No. 3 for \$45,003 were not recommended and are not included in these amounts. Alternate No. 1 is recommended and included.
- The Facilities Department recommends using Frank L. Blum Construction Company, Inc., for this project.
- In accordance with Guilford County's 10% MWBE Subcontractor utilization goal, we have determined that Frank L. Blum Construction made good faith efforts to include minority and women-owned businesses exceeds the Guilford County's 10% MWBE goal in accordance with NC General Statutes requirements.

Building Envelope Repairs MWBE Participation for Frank L. Blum Construction Company, Inc.				
Subcontractor	Amount	%	Work to Perform	Diversity
Benton Roofing	<u>\$77,000</u>		Roofing	D (Certified)
Subtotal Socially/Econ. Dis. (D)	\$77,000	8.49%		
Mirage Reconstruction & Dev.	<u>\$35,000</u>		Masonry & Painting	W
Subtotal White Female (W)	\$35,000	3.85%		
MWBE Subcontract Total	\$112,000			
Contract Award Total	\$907,059			
MWBE Participation Rate	12.34%			

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 94 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 Frank L. Blum 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.