Contra Costa County
Construction Outreach Program

Good Faith Effort Documentation Booklet

By
Affirmative Action Office
This booklet reflects the policy of the Contra Costa County Board of Supervisors as expressed in the Construction Outreach Program that was adopted on August 1, 1998.

For further information you may contact:

Public Works Department
Rob Lim
Division Manager
Capital Projects Management
255 Glacier Drive
Martinez, CA 94553
925-313-2000
925-313-2333 fax
rlim@pw.cccounty.us

Public Works Department
Kevin Emigh
Assistant Public Works Director-
Design/Construction Division
255 Glacier Drive
Martinez, CA 94553
925-313-2233
925-313-2044 fax
kemig@pw.cccounty.us

Affirmative Action Office
Antoine Wilson
Affirmative Action Officer
651 Pine Street, 3rd Floor
Martinez, CA 94553
925-335-1045
antoine.wilson@cao.cccounty.us

Note: The County does not endorse any of the bidders, subcontractors, suppliers, manufacturers, and/or truckers listed in the booklet.
Introduction

The intent of this booklet is to assist the Bidder with user friendly examples of how to prepare the Good Faith Effort (GFE) documentation under the guidelines in the Construction Outreach Program.

Points are awarded for Indicator 2-10 when required documentation is submitted. Points are awarded for each Indicator on an “all or nothing” basis. Points are not awarded for bid documentation deemed to be partially complete.

There are 10 Indicators for the GFE documentation. Indicators 2 through 10 award points when the required documentation is submitted. Failure to include the GFE documentation and failure to achieve a minimum of 75 out of 100 points may render the bid non-responsive and could result in its rejection.

Points For Each Indicator:

<table>
<thead>
<tr>
<th>INDICATOR</th>
<th>1</th>
<th>2</th>
<th>3</th>
<th>4</th>
<th>5</th>
<th>6</th>
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<th>8</th>
<th>9</th>
<th>10</th>
<th>TOTAL</th>
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<tbody>
<tr>
<td>POINTS</td>
<td>0</td>
<td>10</td>
<td>13</td>
<td>9</td>
<td>10</td>
<td>5</td>
<td>10</td>
<td>5</td>
<td>26</td>
<td>7</td>
<td>100</td>
</tr>
</tbody>
</table>

Each indicator has a different point value from 5 to 26 and several Indicators are given credit in two or more areas. For example, acceptable documentation submitted for:

- Indicator 4 credit also satisfies Indicators 3, 4, 7, and 10, and
- Indicator 5 credit also satisfies Indicators 3, 5, 7, and 10.

Indicator 9 is worth 26 points and is essential. Without sufficient documentation for Indicator 9 (including ALL quotes and a summary sheet) you will not be able to achieve 75 points. Remember, for each Indicator it’s all or nothing, no partial points are given for any of the Indicators.

There are specific time deadlines you must meet for several indicators in the examples:

<table>
<thead>
<tr>
<th>Indicator</th>
<th>Description</th>
<th>Time Frame Prior to Pre-bid Meeting</th>
<th>Time Frame Prior to Bid Due Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Indicator 2</td>
<td>Pre-Bid Meeting</td>
<td>Letter to Department</td>
<td></td>
</tr>
<tr>
<td>Indicator 4</td>
<td>Advertisement</td>
<td></td>
<td>10 days</td>
</tr>
<tr>
<td>Indicator 5</td>
<td>Written Notices to subcontractors (including suppliers, manufacturers, and truckers)</td>
<td></td>
<td>10 days</td>
</tr>
<tr>
<td>Indicator 8</td>
<td>Letter to Recruitment/Placement Agencies</td>
<td></td>
<td>15 days</td>
</tr>
</tbody>
</table>
The Outreach Program also requires meeting the Mandatory Subcontracting Minimum (MSM) established for each project. To meet the MSM requires the bidder to list subcontractors, suppliers, manufacturers, and truckers in the bid proposal.

For MBE/WBE businesses that are listed in the proposal, the bidder must submit a completed Letter of Intent form. The form documents the item(s) of work to be performed and dollar amount for each MBE/WBE subcontractor, supplier, manufacturer, or trucker. The form must be signed by the MBE/WBE subcontractor, supplier, manufacturer, or trucker and submitted to the Bidder.

Bidders must submit completed GFE documentation and the Letter of Intent form(s) to the:

1. Public Works Department and Flood Control District:
   - No later than two (2) working days following bid opening

2. General Services Department, County Administrator's Office, and Fire Districts:
   - No later than three (3) working days following bid opening
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II. Indicators

<table>
<thead>
<tr>
<th>Description</th>
<th>Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 Outreach and Mandatory Subcontracting Minimum Participation</td>
<td>0</td>
</tr>
<tr>
<td>2 Attended Pre-Bid Meeting</td>
<td>10</td>
</tr>
<tr>
<td>3 Sufficient Work Identified for Subcontractors</td>
<td>13</td>
</tr>
<tr>
<td>4 Advertisement</td>
<td>9</td>
</tr>
<tr>
<td>5 Written Notices to Subcontractors, Suppliers, Manufacturers, and Truckers</td>
<td>10</td>
</tr>
<tr>
<td>6 Follow-Up on Initial Solicitation</td>
<td>10</td>
</tr>
<tr>
<td>7 Plans, Specifications and Requirements</td>
<td>5</td>
</tr>
<tr>
<td>8 Contacted Recruitment/Placement Organizations</td>
<td>10</td>
</tr>
<tr>
<td>9 Negotiate In Good Faith</td>
<td>26</td>
</tr>
<tr>
<td>10 Bonds, Lines of Credit, and Insurance Assistance</td>
<td>7</td>
</tr>
</tbody>
</table>

III. Letter(s) of Intent to Perform as a Subcontractor/Supplier/Manufacturer/Trucker 27-28
Bidder’s Cover Letter

The cover letter is the introduction to the GFE documentation and the Mandatory Subcontracting Minimum (MSM) percentage. The letter should include the following:

1. Project Name;
2. Project Number;
3. The name of Bidder's business/company;
4. Telephone number and fax number;
5. Email address, if available;
6. The name of the Bidder's contact person.
October 10, 2003

County of Contra Costa
Design/Construction Division
Public Works Department
255 Glacier Drive
Martinez, CA  94553

RE: Good Faith Effort for Byron Highway Modification
    Project # 9346-WH2909
    Bid Due Date:  October 2, 2003

Dear Mr. Clark:

Enclosed is our Good Faith Effort documentation required under
the specifications of the above referenced project.

If you have any questions regarding these submittals, please
contact Roger Smith at 925-321-7654.

Regards,

Roger Smith
Project Administrator

Encl
**Purpose:** The County is committed to ensuring full and equitable participation from all businesses in County funded construction projects. The Bidder (Prime Construction Contractor) must document its Good Faith Effort to obtain sub-bids from Minority Business Enterprises (MBEs), Women Business Enterprises (WBEs), Other Business Enterprises (OBEs), Small Business Enterprises (SBEs), Local Business Enterprises (LBEs), and Disabled Veteran Business Enterprises (DVBEs). When the Bidder documents its GFE, the outreach effort is expected to produce a reasonable level of participation by all businesses.

**Mandatory Subcontracting Minimum (MSM)**
The County also has a Mandatory Subcontracting Minimum (MSM) requirement for each project. Award is based both on the Bidder’s outreach efforts in order to achieve the 75 minimum points and the project-specific MSM percentage. To be awarded a project, the Bidder must subcontract a percentage of the project to subcontractors, suppliers, manufacturers, and/or truckers in order to achieve the required MSM percentage. Failure to list the dollar amount(s) of subcontracted (including suppliers, manufacturers, and truckers) work with the bid in the *proposal* (List of Subcontractors, Suppliers, Manufacturers, and Truckers Form) may cause the bid to be rejected.

<table>
<thead>
<tr>
<th>1</th>
<th>Outreach and Mandatory Subcontracting Minimum Participation</th>
<th>No Points</th>
</tr>
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</table>

<table>
<thead>
<tr>
<th>1</th>
<th>Outreach and Mandatory Subcontracting Minimum Participation</th>
<th>No Points</th>
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</table>

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All Good Faith Effort documentation must be submitted with the bid or within two (2) working days following the bid opening for the Flood Control District/Public Works Department or within three (3) working days following the bid opening for the General Services Department.

Failure to submit the required good faith effort documentation within the required time period may render the bid non-responsive.

The Bidder is required to subcontract the following minimum percentage of its bid:

| Mandatory Subcontracting Minimum (MSM) Requirement | 25% |

_The percentage varies from project to project._

NOTE: For Outreach Program information and/or assistance please contact the County’s Design/Construction Division Affirmative Action Liaison at (925) 313-2000.
General Services Department  
List of Subcontractors Form  

<table>
<thead>
<tr>
<th>Business Name</th>
<th>Address</th>
<th>Items of Portions of items of work</th>
<th>Dollar Amount of subcontracts for MSM Compliance</th>
</tr>
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<tbody>
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**Note:** This form must be completed as part of a bid proposal. The form is also used to calculate MSM participation.
<table>
<thead>
<tr>
<th>Business Name</th>
<th>Address</th>
<th>Items or portions of items of work</th>
<th>Dollar Amount of subcontracts for MSM Compliance*</th>
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</thead>
<tbody>
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*See section 3-2.00 of the “Notice to Contractors and Special Provisions” for Mandatory Subcontracting Minimum (MSM) participation requirements.

**Note:** This form must be completed as part of a bid proposal. The form is also used to calculate MSM participation.
2 | **Attended Pre-Bid Meeting** | 10 Points

**Purpose:** The Pre-Bid meeting for the project is scheduled by the appropriate County Department to inform the Bidder about the requirements of the Outreach Program and project.

**Action:**
1. Attend the Pre-Bid meeting and sign the attendance sheet; or
2. Attend a previous pre-bid meeting or a County Construction Workshop (covering the procedure for completing the County "Good Faith Effort" documentation) within the last twelve months from the date of the pre-bid meeting for the current project. Bidder must be listed on the attendance sheet from the previous meeting.

**Required Documentation:**
1. A copy of the completed attendance sheet enclosed with Good Faith Effort and cover letter from the project pre-bid meeting; or
2. Submit a letter and a copy of a previous attendance sheet from a pre-bid meeting or construction workshop. Bidder must be listed on the attendance sheet from a previous pre-bid meeting or a County Construction Workshop (covering the procedure for completing the County "Good Faith Effort" documentation) within the last twelve months from the date of the pre-bid meeting for the current project.
### MEETING ATTENDEE LIST

**SUBJECT:** NEW DISCOVERY HOUSE FACILITY, 4639 & 4645 PACHECO BLVD., MARTINEZ FOR THE HEALTH SERVICES DEPARTMENT (0928-WH474B); Pre Bid Conference

<table>
<thead>
<tr>
<th>Name</th>
<th>Firm</th>
<th>Phone/Fax</th>
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</thead>
<tbody>
<tr>
<td>1.</td>
<td>Brian Rogers</td>
<td>Best Floors</td>
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<tr>
<td>2.</td>
<td>Lynn Billings</td>
<td>LB Painting</td>
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<td>15.</td>
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</tbody>
</table>
October 10, 2003

County of Contra Costa
Public Works Department
255 Glacier Drive
Martinez, CA 94553

Attn: Public Works Department, Design/Construction Division

Re: El Sobrante Area Overlays/Pavement Replacement
Project No. 0662-6R4264-03
Prebid Meeting: October 12, 2003

Dear Mr. Clark:

ABC Construction Company is submitting the attached attendance sheet for
already attending a pre-bid meeting within the last 12 months and chose not
to attend this pre-bid meeting.

ABC Construction Company had attended a previous pre-bid meeting on
July 17, 2003, for the remodeling of the Administration Building project. The
Outreach Program requirements were discussed at that pre-bid meeting.

We understand that this correspondence will satisfy Indicator #2 of the GFE
Outreach Program requirements.

Please contact us if you have any questions or require additional information.

Respectfully,

John Smith
Office Manager
| 3 | Sufficient Work Identified for Subcontractors, Suppliers, Manufacturers, and Truckers | 13 Points |

**Purpose:** The Bidder has identified, listed and selected specific work items in the project to be performed by subcontractors, suppliers, manufacturers, and/or truckers. This Indicator provides an opportunity for participation by MBEs, WBEs, OBEs, SBEs, LBEs, and DVBEs. The Bidder divides the contract work requirements into smaller portions or quantities to permit maximum active participation of MBEs, WBEs, OBEs, SBEs, LBEs, and DVBEs, and to achieve the MSM percentage.

**Action:**
1. Identify and list items of work to be performed by subcontractors, suppliers, manufacturers, and/or truckers:
   a. In a paid advertisement (Indicator 4 Advertisement) in one or more daily or weekly newspapers, trade association publications, minority or trade oriented publications, or trade journals, such as the Daily Construction Service, Daily Pacific Builder or Small Business Exchange; or
   b. In a written notice (Indicator 5 Written Notice to Subcontractors, Suppliers, Manufacturers, and Truckers).

**Required Documentation:**
1. A copy of the Advertisement listing the areas of work identified for subcontracting. The name of the trade oriented publication or trade journal and the date the advertisement appeared must be visible; or
2. A copy of the written letter sent to subcontractors, suppliers, manufacturers, and/or truckers listing areas of work identified for subcontracting.
**Purpose:** To make sure a large number of businesses are aware of the project and to outreach to MBE, WBE, OBE, SBE, LBE, DVBE businesses.

**Action:**
1. The Bidder must meet the following requirements:
   a. The advertisement must be placed not less than (10) calendar days prior to bid opening;
   b. The advertisement must list the name of the project;
   c. The advertisement is not to be a “plan holder(s)” advertisement provided by the publication;
   d. The advertisement must be a paid advertisement in one or more daily or weekly newspapers, trade association publications, minority or trade oriented publications, or trade journals, such as the Daily Construction Service, Daily Pacific Builder or Small Business Exchange; and
   e. The advertisement must include:
      (1) The County project name and number;
      (2) Name of Bidder;
      (3) Areas of work available for subcontracting (including suppliers, manufacturers, and truckers);
      (4) The Bidder’s contact person’s name, address, and telephone number;
      (5) Information on the availability of plans, specifications and requirements for the project; and
      (6) Bidders policy concerning assistance to subcontractors, suppliers, manufacturers, and/or truckers in obtaining bonds, lines of credit, and/or insurance.

**Required Documentation:**
1. A copy of the advertisement showing the name of the publication, the date of the advertisement, and/or proof of publication statement or other verification (documentation) that confirms the date the advertisement was published and the contents of the advertisement.

**Note:** The advertisement can also be used to satisfy Indicators 3, 7, and 10.
ABC Construction Company is requesting sub-bids from qualified MBE/WBE/OBE/SBE/LBE/DVBE subcontractors, suppliers, manufacturers & truckers for: Contra Costa County Public Works Dept., 255 Glacier Drive, Martinez, CA

Project: North Broadway Area Infrastructure Program Phase 3.A  
Project#: 0662-GR4141-02  
Bid Due Date: 6-10-03 at 2 pm

For the following (but not limited to) work: traffic control, construction area signs, clearing, trucking, hazardous materials removal, grinding, minor concrete, striping, electrical, asphalt, concrete, storm drain pipe

If you are interested in bidding on this work or know someone who is, please contact Steve at 925-321-7654 Fax: 925-321-7655

Plans, Specs, and Requirements for the project are available for review at our office in Anytown or at the Contra Costa County Public Works Dept. 255 Glacier Drive, Martinez, CA, 94553 and are available for purchase online at www.cccounty.us/pwprojects.

For assistance in obtaining bonds, line of credit, and/or insurance for this project, please contact Steve at the noted phone number.

ABC Construction Company  
123 Main Street  
Anytown, CA 94553  
Contact: Steve  
925-321-7654  
Fax: 925-321-7655
5  Written Notice to Subcontractors, Suppliers, Manufacturers, and Truckers  |  10 Points

**Purpose:** The Bidder provided written notice to subcontractors, suppliers, manufacturers, and truckers requesting bids for the identified work areas.

**Action:**
1. Bidder must send written notices (letters) not less than ten (10) calendar days prior to the date the bids are due.

2. Letters must contain:
   a. Areas of work to be subcontracted;
   b. County project name;
   c. Name of the Bidder;
   d. Bidder’s contact person’s name, address, telephone number;
   e. Information on the availability of plans, specifications and requirements; and
   f. Bidder’s policy concerning assistance with bonds, lines of credit, and/or insurance.

3. Bidders should contact the agencies listed in the specifications to obtain current copies of Business Directories including MBE/WBE Directories.

**Required Documentation:**
1. A copy of each letter sent to available MBEs, WBEs, OBEs, SBEs, LBEs, and DVBEs.

2. If only one master letter was used, a copy of the letter should be submitted with a list of all recipients and their fax numbers.

3. Faxed copies must also include the fax transmittal confirmation log showing the date and time of transmission.

4. Mailed letters must include copies of the metered envelopes.

5. Mailed letters sent Certified must include a copy of the certified mailed receipt for each business.

Bidders using an Internet Outreach Service must submit the letter sent to the Outreach service that contains the required information, including the date the request was made. Bidders must also submit documentation from the Outreach service that lists their letter(s) showing the date they were sent by the Outreach service to subcontractors, suppliers, manufacturers, and truckers.

**Note:** The written notice can also be used to satisfy Indicators 3, 7, and 10.
ABC Construction Company
123 Main Street
Anytown, CA 98765
925-321-7655 Fax: 925-321-7655
abcconstruction@aol.com

INVITATION TO BID

October 10, 2003

The Electric Shop
1210 Cedar Avenue
Pleasanton, CA 94588

Telephone: 925-748-1327
Fax: 925-748-4577

ABC Construction Company is seeking quotes from qualified MBE/WBE/SBE/OBE/LBE/DVBE businesses and invites your bid/quote on the following listed project/contract:

Project: New Discovery House Facility, Martinez, CA
Approx. Value: $2,415,218
Owner: Contra Costa County

Bids Due: 6-12-03 at 2 pm

Seeking all trades including but not limited to: earthwork, asphalt, masonry, concrete, rebar, fencing, landscape, HVAC, plumbing, paint/wallcover, carpentry, cabinets, flooring, roofing, glass/glaze, electrical, fire protect, lath/plaster/drywall, structural steel, mechanical, sheet metal, toilet accessories, insulation and other related trades.

We are an equal opportunity employer and intend to seriously negotiate with qualified MBE/WBE/SBE/OBE/LBE/DVBE business enterprises for project participation. For assistance in obtaining bonds, lines of credit, and/or insurance please contact Roger Smith. Plans, specifications and requirements for the project are available for review at our office or at the Contra Costa County Public Works Dept. 255 Glacier Drive, Martinez, CA, 94553 and are available for purchase online at www.cccounty.us/pwprojects. Please contact us at the above listed number for further information regarding bidding on this project.

Please fax your response to: Rodger Smith at 925-321-7655
We will be bidding  Yes ___________ No _______________

Sincerely,

Rodger Smith
ABC Construction Company

**Note:** The fax log is checked to confirm the fax was received. The fax confirmation sheet must indicate that the transfer took place (i.e. “ok”, “complete” etc.)
<table>
<thead>
<tr>
<th>ABC Construction Company</th>
<th>U.S. Postage</th>
</tr>
</thead>
<tbody>
<tr>
<td>123 Main Street</td>
<td>05-15-03</td>
</tr>
<tr>
<td>Anytown, CA 98765</td>
<td>0.37</td>
</tr>
</tbody>
</table>

Bud’s Construction
P. O. Box 1995
Visalia, CA 93279
Certified Mail Receipt

United States Postal Service

* Sender: Please print your name, address, and ZIP+4 in this box *

ABC Construction Company
123 Main Street
Anytown, CA 98765

Complete This Section

1. Article Addressed to:
   Bud's Construction Co.
   4532 Anystreet
   Anytown, CA 95432-5431

2. Article Number
   (Transfer from service label)

Complete This Section on Delivery

A. Signature
   X

B. Received by (Printed Name)

C. Date of Delivery

D. Is delivery address different from item 1?
   Yes

   If YES, enter delivery address below:
   No

3. Service Type
   Certified Mail
   Express Mail
   Return Receipt

4. Restricted Delivery? (Extra Fee)
   Yes

U.S. Postal Service
Certified Mail Receipt
(Domestic Mail Only; No Insurance Coverage Provided)

Postage
Certified Fee
Return Receipt Fee (Endorsement Required)
Restricted Delivery Fee (Endorsement Required)
Total Postage & Fees

Sent To
Bud's Construction Co.
4532 Anystreet
Anytown, CA 95432-5431

Postmark Here
**6 Follow-Up on Initial Solicitation**

**Purpose:** The Bidder must document efforts to follow-up with all or any subcontractors or businesses initially contacted (Indicator 5) to determine if they are interested in bidding and to answer any questions regarding the project.

**Action:**
1. Bidder must list **ALL** businesses initially contacted (sent letters) on a telephone log and must call **ALL** of the businesses. It is up to the Bidder to determine how many businesses it will initially contact. However the number of businesses initially contacted shall be sufficient for an adequate outreach effort.

2. The telephone log must include:
   a. The name of each business called;
   b. The telephone number of each business;
   c. The name of the person you spoke to within each business;
   d. The time of each call;
   e. The date of each call;
   f. The result of the conversation (will bid; will not bid, left a message, etc.) with each business; and
   g. List the name of the person(s) from your business who did the calling.

3. Remember, the Bidder must follow-up with **ALL** businesses it sent letters (to in Indicator 5).

**Required Documentation:**
1. Submit a copy of the telephone log.

**Note:** Follow-up is to **ALL** businesses initially contacted. For example, if 10 subcontractors per trade were contacted, follow up with all 10 businesses is required.
## Follow Up On Initial Solicitation
### Telephone Log

<table>
<thead>
<tr>
<th>Name of Firm Called</th>
<th>Telephone Number</th>
<th>Contact Person</th>
<th>Who did Calling</th>
<th>Time of Call</th>
<th>Date</th>
<th>Follow-up/Conversation</th>
</tr>
</thead>
<tbody>
<tr>
<td>Arrow Landscape</td>
<td>408-727-4915</td>
<td>Andrew Lang</td>
<td>Rodger</td>
<td>10:06 a.m.</td>
<td>6-27-00</td>
<td>Will Fax Bid</td>
</tr>
<tr>
<td>Bear Valley Plumbing</td>
<td>415-282-3404</td>
<td>Todd Lewinsky</td>
<td>&quot;</td>
<td>11:14 a.m.</td>
<td>6-27-00</td>
<td>Not bidding</td>
</tr>
<tr>
<td>B&amp;C Fence Company</td>
<td>408-578-5026</td>
<td>Dorthy Smith</td>
<td>&quot;</td>
<td>11:52 a.m.</td>
<td>6-27-00</td>
<td>Left msg.</td>
</tr>
<tr>
<td>Delta Cement Co.</td>
<td>408-297-5666</td>
<td>Bob Valentine</td>
<td>&quot;</td>
<td>4:20 p.m.</td>
<td>6-26-00</td>
<td>Yes will sent bid</td>
</tr>
<tr>
<td>Ebarra Landscape Services, Inc.</td>
<td>707-451-2105</td>
<td>Troy Torres</td>
<td>&quot;</td>
<td>3:08 p.m.</td>
<td>6-26-00</td>
<td>No, will not bid</td>
</tr>
<tr>
<td>Flores Grading &amp; Paving</td>
<td>916-383-2928</td>
<td>Ken Overton</td>
<td>&quot;</td>
<td>1:57 p.m.</td>
<td>6-26-00</td>
<td>Not bidding</td>
</tr>
<tr>
<td>Gateway Electric, Inc.</td>
<td>510-222-2873</td>
<td>Christina Lee</td>
<td>&quot;</td>
<td>10:39 a.m.</td>
<td>6-27-00</td>
<td>No</td>
</tr>
<tr>
<td>Hertz Air Conditioning Co., Inc.</td>
<td>510-522-8727</td>
<td>Ellen Young</td>
<td>&quot;</td>
<td>3:33 p.m.</td>
<td>6-26-00</td>
<td>Will Fax Bid</td>
</tr>
<tr>
<td>Itachi Landscape</td>
<td>415-647-8955</td>
<td>Dan Kovaski</td>
<td>&quot;</td>
<td>11:50 a.m.</td>
<td>6-27-00</td>
<td>Will Bid</td>
</tr>
<tr>
<td>Jett Fire Protection, Inc.</td>
<td>415-364-8081</td>
<td>Rita Holt</td>
<td>&quot;</td>
<td>9:56 a.m.</td>
<td>6-27-00</td>
<td>Call back</td>
</tr>
</tbody>
</table>
7 | Plans, Specifications And Requirements | 5 Points

**Purpose:** The bidder has provided interested sub-contractors, suppliers, manufacturers and/or truckers with information about the plans, specifications, and requirements for the project.

**Action:**
1. Refer to Indicator 4, Advertisement to satisfy this Indicator. Bidder will make the plans, specifications, and other project requirements available to interested subcontractors, suppliers, manufacturers, and/or truckers; or
2. Refer to Indicator 5, Written Notice, to satisfy this Indicator. Bidder will make the plans, specifications, and other project requirements available to interested subcontractors, suppliers, manufacturers, and/or truckers.

**Required Documentation:**
1. Submit a copy of the Advertisement (Indicator 4) and/or Written Notice (Indicator 5) to subcontractors, suppliers, manufacturers, and/or truckers.


8 Contacted Recruitment/Placement Organizations 10 Points

**Purpose:** The Bidder has requested assistance from organizations that provide assistance in the recruitment and placement of MBEs, WBEs, OBEs, SBEs, LBEs, and DVBEs subcontractors, suppliers, manufacturers, and truckers.

**Action:**
1. Bidder must contact recruitment/placement organizations at least 15 calendar days prior to the submission of bid.

2. Letters must contain:
   a. Areas of work to be subcontracted;
   b. County project name;
   c. Name of Bidder and contact person's name in the business;
   d. The contact person’s telephone number;
   e. A description of the availability of plans, specifications, and other requirements for the project; and
   f. The bidder’s policy concerning assistance to subcontractors (including suppliers, manufacturers, and truckers) in obtaining bonds, lines of credit, and insurance

**Required Documentation:**
1. Submit a copy of each letter requesting assistance in recruiting MBEs, WBEs, OBEs, SBEs, LBEs, and DVBEs.

2. Faxed copies must also include the fax transmittal confirmation slip showing the date and time of transmission.

3. Mailed letters must include copies of the metered envelopes or certified mail receipts.
Recruitment/Placement Letter

ABC Construction Company
123 Main Street
Anytown, CA 94553
925-321-7654
Fax: 925-321-7655

May 28, 2003

San Francisco Human Rights Commission
25 Van Ness Avenue, Suite 800
San Francisco, CA 94102-6033
Phone: 415-431-5866
Fax No: 415-431-5764

RE: Business Directory

Please send us a copy of your Business Directory (including WBE and MBE businesses). We are bidding on the following project:

Project: New Discovery House Facility for the Health Services Department in Martinez
Bid Due Date: June 12, 2003

Trades needed (Include but not necessarily limited to:) Site Utilities, Grading & Paving, Striping, Landscaping, Concrete work, Reinforcing Steel, Misc. Metals, Insulation, Roofing, Doors and Hardware, Glass and Glazing, Plastering, Tile, Flooring, Painting, Toilet Partitions, Window Coverings, Fire Protection, HVAC, Plumbing, and Electrical.

For assistance in obtaining bonds, lines of credit, and/or insurance please contact our office. Plans, specifications and requirements for the project are available for review at our office or at the Contra Costa County Public Works Dept. 255 Glacier Drive, Martinez, CA 94553 and are available for purchase online at www.cccounty.us/pwprojects. Any help you can provide in helping us to reach businesses including MBE, WBE, DVBE Contractors will be appreciated.

Sincerely,

Cindy Young
Office Manager
925-321-7654 Ext 14
9 | Negotiate In Good Faith | 26 Points

**Purpose:** The Bidder has negotiated in good faith with interested MBEs, WBEs, OBEs, SBEs, LBEs, DVBEs and did not unjustifiably reject a satisfactory bid or proposals prepared by any business.

**Action:**
1. Bidder must submit copies of ALL bids received (i.e. bids selected and those that were not selected). Telephone and/or faxed quotes must also be documented.

2. Bidder must prepare a summary sheet organized by work areas/materials listing the following:
   - **a.** ALL bids received (i.e., phone, fax, written, hand delivered bids, bids selected, and bids not selected);
   - **b.** The name of the businesses (subcontractors, suppliers, manufacturers, and truckers) that submitted bids;
   - **c.** The dollar amount of the bid for each business; and
   - **d.** An indication of the businesses selected for the project.

**Required Documentation:**
1. Submit a copy of ALL (subcontractors, suppliers, manufacturers, and truckers) bids received by fax, telephone, in writing or in person even if the business was not selected for the project.

2. Submit a summary sheet that lists ALL businesses:
   - **a.** List by trade (work areas);
   - **b.** List name of each business that submitted bids/quotes to you;
   - **c.** List dollar amount of each bid/quote; and
   - **d.** Identify the business selected for each work area(s).

**Note:** If the Bidder decides to perform a subcontracting area of work, it must list its name and dollar amount of work to be performed in the summary. Bidders are not given credit for their own work in meeting the MSM.
# Summary Sheet

ABC Construction Company

New Discovery House Facility
4389 & 4645 Pacheco Blvd., Martinez
For the Health Services Department

<table>
<thead>
<tr>
<th>Subcontractor, Supplier, Manufacturer, and/or truckers</th>
<th>MBE/WBE</th>
<th>Amount of Bid- Not Used</th>
<th>Amount of Bid-Used</th>
<th>“X” If Used Or Reason Not Used</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>SITE WORK</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Site Utilities Calhoun Bros</td>
<td></td>
<td>39,200</td>
<td></td>
<td>X</td>
</tr>
<tr>
<td>Site Utilities Calhoun Bros</td>
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<td>7,600</td>
<td></td>
<td>X</td>
</tr>
<tr>
<td>Site Utilities A &amp; B Construction</td>
<td></td>
<td>63,000</td>
<td></td>
<td>X</td>
</tr>
<tr>
<td>Site Utilities Gateway Landscape</td>
<td></td>
<td>36,500</td>
<td></td>
<td>X</td>
</tr>
<tr>
<td><strong>REBAR</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Rebar Mission City Rebar</td>
<td>MBE</td>
<td>7,107</td>
<td></td>
<td>X</td>
</tr>
<tr>
<td>Rebar California Rebar</td>
<td>DBE</td>
<td>11,482</td>
<td></td>
<td>Not Low</td>
</tr>
<tr>
<td><strong>METALS</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Structural Steel Solano Steel Eng</td>
<td></td>
<td>19,250</td>
<td></td>
<td>X</td>
</tr>
<tr>
<td>Structural Steel Acosta Welding</td>
<td>MBE</td>
<td>17,465</td>
<td></td>
<td>Material only, did not include installation</td>
</tr>
<tr>
<td>Structural Steel Tom’s Welding &amp; Fab</td>
<td>MBE</td>
<td>23,040</td>
<td></td>
<td>Not Low</td>
</tr>
<tr>
<td><strong>WOOD &amp; PLASTIC</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Carpentry ABC Doing Work</td>
<td></td>
<td>3,999</td>
<td></td>
<td>ABC Doing Work</td>
</tr>
<tr>
<td>Carpentry ABC Doing Work</td>
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<td>4,955</td>
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<td>ABC Doing Work</td>
</tr>
<tr>
<td>Carpentry JR Stephens MBE</td>
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<td>113,491</td>
<td></td>
<td>Not Low</td>
</tr>
<tr>
<td>Carpentry MLK Inc. MBE</td>
<td></td>
<td>114,500</td>
<td></td>
<td>Not Low</td>
</tr>
<tr>
<td><strong>THERMALS &amp; MOISTURE PROTECTION</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sheet Metal Roofing Delta Bay Waterproofing</td>
<td></td>
<td>15,780</td>
<td></td>
<td>X</td>
</tr>
<tr>
<td>Sheet Metal Roofing Insul Pro</td>
<td></td>
<td>10,350</td>
<td></td>
<td>X</td>
</tr>
<tr>
<td>Sheet Metal Roofing Dubois Roofing</td>
<td></td>
<td>9,159</td>
<td></td>
<td>X</td>
</tr>
<tr>
<td>Sheet Metal Roofing Quality Erectors MBE/WBE</td>
<td></td>
<td>22,000</td>
<td></td>
<td>X Installation Only</td>
</tr>
</tbody>
</table>
ABC Construction Company

Owned By U.S. Perma, Inc.

State License No. 439330 – Since 1962

Ceramic  Mosaic  Quarry  Marble  Granite  Pavers  Thin Brick

Date: June 19, 2003

QUOTE

Reference: DISCOVERY HOUSE FACILITY

Attention: Estimating

Base Bid: $40,938.00

Addendum’s: 1 only

Inclusions
Ceramic tile lobby and restrooms. Mortar floor at restrooms, cement backer board at walls and lobby floor (included at $6,435.00). Waterproof membrane at restrooms floors.

Alternates

Exclusions
Demo & Prep

This is a price quote confirmation for the aforementioned project as set forth in the inclusions section of this form. This quote is in accordance with plans, drawings, and specifications as presented to us, or as specified by your company. Shop drawings are not included unless specified above. All labor, materials, taxes, freight, equipment, etc., necessary to attain a complete product are included unless otherwise stated. This bid shall be valid for a period of sixty (60) days.

Thank you,

John Smith

123 Main Street
Anytown, CA 94553
ABC Construction Company  
123 Main Street  
Anytown, CA 94553  

925-321-7654  
925-321-7655 Fax

QUOTE

June 18, 2003

TO:  
Bud’s Construction  
590 South Street  
Anytown, CA 94804  
Attn: Joe

RE: New Discovery House Facility Martinez

As per your request, we submit the following proposal for your approval:

Form, furnish and install concrete work to include footings, elevator walls, curb and gutters, sidewalks, driveway approach, label installation, excavate stockpile spoils.

TOTAL PRICE: $146,000.00

EXCLUSIONS: Engineering, layout, permits, fees, testing and inspection, demo, offhaul, waterproofing, dewatering, reinforcing steel, misc. iron and steel, caulking, sealing, hardeners.

We hope this proposal meets with your approval. Looking forward to hearing from you.

Sincerely,

John Smith
10 Bonds, Lines of Credit, and Insurance Assistance 7 Points

**Purpose:** The Bidder documents its efforts to advise and assist interested businesses in obtaining bonds, lines of credit, and insurance as required by the County or Bidder.

**Action:**
1. Document efforts to advise and assist interested MBEs, WBEs, OBEs, SBEs, LBEs, and DVBEs in obtaining bonds, lines of credit, and insurance.
   a. Refer to Indicator 4, Advertisement.
      Include information on Bidder’s policy concerning assistance to subcontractors, suppliers, manufacturers, and/or truckers in obtaining bonds, lines of credit, and/or insurance; or
   b. Refer to Indicator 5, Written Notice.
      Include information on Bidder’s policy concerning assistance to subcontractors, suppliers, manufacturers, and/or truckers in obtaining bonds, lines of credit, and/or insurance.

**Required Documentation:**
1. Submit a copy of the Advertisement (Indicator 4) and/or Written Notice to businesses (Indicator 5). Refer to advertisement examples and examples of written notice.

**Note:** Documentation submitted for Indicators 4 and 5 satisfies this indicator.
Purpose: The form documents the type and dollar amount of work each MBE/WBE subcontractor, supplier, manufacturer, or trucker intends to perform.

Action:
1. Bidder must send the Letter of Intent form to the selected MBE and/or WBE subcontractors, suppliers, manufacturers, and truckers to complete, sign and return to the Bidder. The Bidder must include all Letter(s) of Intent with their GFE documentation.
   a. Flood Control District/Public Works Department requires GFE documentation and Letter(s) of Intent to be submitted two (2) working days after bid opening.
   b. General Services Department requires GFE documentation and Letter(s) of Intent to be submitted three (3) working days after bid opening.

Required Documentation:
1. Submit a copy of the Letter of Intent form for each MBE and/or WBE.
   a. The form must be signed by the MBE/WBE subcontractor, supplier, manufacturer, or trucker, identifying the item(s) of work to be performed and the actual dollar value to be received.
Letter of Intent Form

Contra Costa County
OUTREACH PROGRAM
Affirmative Action Office
651 Pine Street, Martinez, CA 94553
(925) 335-1045 Fax (925) 646-1353

LETTER OF INTENT TO PERFORM AS A
SUBCONTRACTOR / SUPPLIER / MANUFACTURER / TRUCKER

____ABC Construction Company__________
Name of Prime Contractor

New Discovery House Facility, Martinez, CA
Name of Project

WH54321
Project Number

The undersigned is a (check one):

- Sole proprietorship
- Partnership
- Corporation
- Limited Liability
- Joint Venture

Check the following which may apply.

<table>
<thead>
<tr>
<th>MBE</th>
<th>WBE</th>
<th>SBE</th>
<th>LBE</th>
<th>DVBE</th>
</tr>
</thead>
<tbody>
<tr>
<td>X Subcontractor</td>
<td>X Subcontractor</td>
<td>Subcontractor</td>
<td>Subcontractor</td>
<td>Subcontractor</td>
</tr>
<tr>
<td>Supplier</td>
<td>Supplier</td>
<td>Supplier</td>
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<tr>
<td>Manufacturer</td>
<td>Manufacturer</td>
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<tr>
<td>Trucker</td>
<td>Trucker</td>
<td>Trucker</td>
<td>Trucker</td>
<td>Trucker</td>
</tr>
<tr>
<td>Other</td>
<td>Other</td>
<td>Other</td>
<td>Other</td>
<td>Other</td>
</tr>
</tbody>
</table>

Describe
None of the Above Apply

The undersigned is prepared to perform the following described work in connection with the above project (specify in detail the particular work items or parts thereof to be performed):

Painting

Total Amount Bid to Prime Contractor: $3,500.00

______________________________
CEO

Signature

Position Title

Date

Sam Williams
Name of Person Completing this Form (Print)

DEF Painters Co.
Company Name

925-543-9876
Phone Number

925-543-9877
Fax Number

Revised 11-17-03