

MECKLENBURG COUNTY ALCOHOLIC BEVERAGE CONTROL BOARD

SMALL BUSINESS ENTERPRISE PROGRAM

ADOPTED February 19, 2019

POLICY STATEMENT

It shall be policy of the Mecklenburg County Alcoholic Beverage Control Board (“ABC Board”) to provide Small Business Enterprises (“SBE”) as well as other responsible vendors with fair and reasonable opportunity to participate in the ABC Board’s business opportunities.

The ABC Board’s SBE Program is committed to support the economic development of small business enterprises. The SBE program encourages Contractors to actively and aggressively seek SBE participation. It is further the intent of the program to widen opportunities for participation, increase competition, and ensure the proper and diligent use of public funds.

The ABC Board hereby adopts a Small Business Enterprise (SBE) Program to require Contractors and Subcontractors to take all necessary steps to ensure maximum opportunity for the participation of SBE firms in their contracting activities with the ABC Board. The ABC Board conducts its contracting and procurement in a manner to provide equal opportunities for SBE firms.

The ABC Board shall award contracts without regard to race, religion, color, creed, national origin, sex, age, or handicapping condition.

SECTION-1) | PURPOSE AND DEFINITIONS

The Mecklenburg County Alcoholic Beverage Control Board (hereinafter referred to as the “ABC Board”) procures supplies, materials, and equipment (“Goods”), construction, alteration and repair work of buildings (“Construction and Repair”), and other services (“Other Services”). In connection with such procurements, the ABC Board desires that SBE firms have a fair and reasonable opportunity to participate, and the SBE Program will maintain an ongoing outreach effort to ensure that end. Participation shall be measured in terms of the actual dollars received by SBE firms.

DEFINITIONS

Bidder: Any individual, firm, corporation, or partnership submitting a Bid proposal of the Work contemplated.

Construction Contract: The Construction Contract represents the agreement between the Owner and the Contractor and supersedes prior negotiations, representations, or agreements, either written or oral, and consists of the Form of Construction Contract and the Contract Documents.

Contract: The written agreement between the Owner and Contractor that defines the essential terms of the engagement and that determines the rights and obligations of the parties and may include documents such as a bill of sale, lease, other legally binding instruments.

Contract Documents: The Contract and any other associated documents or attachments incorporated into the Contract between the Owner and the Contractor as provided therein.

Contractor: Any person, firm, partnership, corporation, association, or joint venture which has been awarded a public Contract or lease or is otherwise obligated to furnish materials or equipment or is obligated to undertake construction or repair or to provide professional services at a specified price. Contractor shall include every Subcontract on such a contractual agreement with guaranteed warranties and insurance.

Goods: Includes materials, supplies, equipment, commodities, and apparatus.

Goal: A numerical objective.

Joint Venture: An association of two or more businesses to carry out a single business enterprise for profit, for which purpose they combine their property, capital, efforts, skills, and knowledge.

Lessee: A business or individual that leases or is negotiating to lease real or personal.

Owner: The Owner, as referred to in these documents, is the ABC Board. Owner may also include any persons or individuals with controlling interests in any business or enterprise.

Professional Services: Unique, technical, and/or infrequent tasks or functions performed by an individual or company requiring specialized education, experience, and/or technical ability. Such services may include, but are not limited to, legal, accounting, consulting, auditing, and marketing services.

Project: The Project is the total Work performed under the Contract Documents that may be the whole or a part and which may include Work by the Owner or by separate Contractors.

Significant Material Suppliers: Any aggregation of material, equipment, or supplies provided by a single person or business for utilization in an ABC Board construction Project, the total value of which is ten percent (10%) or more of the value of the Contract or \$2,000, whichever is less.

Small Business Enterprise (SBE):

A business enterprise shall be eligible for certification as a “Small Business Enterprise” (SBE) only if it meets each of the following requirements:

1. Ownership Requirements. At least fifty-one percent (51%) of the interest in the business enterprise must be owned by Eligible Owners. A person shall be deemed an “Eligible Owner” of all or a portion of a business enterprise if such person:

- (a) Owns in his or her own name the legal and equitable interest in the business enterprise;
- (b) Acquired the interest in an arms-length transaction utilizing real and substantial consideration;
- (c) Together with his or her spouse have a combined personal net worth under \$750,000, excluding: (i) up to \$500,000 of their combined equity in their primary residence; and (ii) their combined ownership interest in the applicant business enterprise; and (iii) spouse’s total retirement investments; and
- (d) Is not currently an official, officer, or employee of the ABC Board.

2. Management and control. The daily business operations of the business enterprise shall be managed and controlled by one or more Eligible Owners (the “Managing Eligible Owners”). The Managing Eligible Owner(s) shall be deemed to manage and control the daily business operations only if:

- (a) their management and control is specifically demonstrated to be real, substantial, and continuing and goes beyond the pro-forma ownership of the business enterprise as reflected in its ownership documents;
- (b) they possess the power to and actually direct the management and policies of the business enterprise;
- (c) they make both routine and major decisions on matters of management, policy, and operations; and
- (d) they are not subject to formal or informal restrictions that are inconsistent with the customary discretion of majority owners.

In addition, one or more Managing Eligible Owners must:

- (a) hold the professional license or contractor license necessary for operation of each type of business for which the business enterprise seeks certification;

(b) have substantial experience in the trade or industry which would be necessary to make routine and major decisions for the business enterprise; and

(c) regularly hold themselves out to the public and sign important documents and financial instruments in a manner which is indicative of primary management and control of daily business operations and responsibility for routine and major decisions.

3. Actively participate in business for three (3) months. The business enterprise may not be certified as an SBE until three (3) months after satisfaction of all of the following requirements:

(a) Formation of the business enterprise;

(b) Commencement of sustained business activity in the trade or profession described on the certification application; and

(c) Commencement of ownership, management and control of daily business operations by the identified Eligible Owner(s).

4. Perform a commercially useful function. The business enterprise must be a for-profit business that performs a commercially useful function. A business enterprise does not perform a commercially useful function if it merely acts as a conduit by passing the scope of work for which it is scheduled to perform or supply on the contract to a non-SBE firm.

5. Threshold size. The annual sales volume of the business enterprise and the number of employees of the business enterprise cannot exceed the size standards set forth in the table below:

Industry	NAICS Section	Annual Receipts Over a 3-Year Period	No. of Employees:
Agriculture, Forestry, Fishing	11	\$187,500	N/A
Mining	21	\$1,500,000	N/A
Utilities	22	\$3,937,500	N/A
General Construction	23	\$7,125,000	N/A
Specialty Construction Trades	235	\$3,000,000	N/A
Manufacturing	31-33	N/A	99 or less
Wholesale Trade	42	N/A	49 or less
Retail Trade	44-45	N/A	49 or less
Transportation	48-49	\$8,062,500	N/A
Information	51	\$1,500,000	N/A
Finance, Insurance	52	\$1,500,000	N/A
Real Estate	53	\$4,500,000	N/A
Professional and Technical Services	54	\$1,500,000	N/A
Administrative and Support Services	56	\$3,937,500	N/A
Food Service	72	\$1,500,000	N/A
Other	81	\$1,500,000	N/A

For purposes of the above standards, the “annual receipts” and number of employees of an applicant shall be determined in accordance with the definitions and methodology established by the Small Business Administration at 13 C.F. R. 121.201 et seq., as amended, or successor regulation or classification system (the “SBA Size Regulations”). The size limitation for any firm not included in the categories listed above shall be one-fourth of the applicable size standard established by the SBA Size Regulations.

6. Geographic Restriction. The business enterprise must have its principle place of business within the Charlotte Metropolitan Statistical Area.

7. Continued eligibility and renewal of certification. An SBE will be certified for a three-year period. Following initial certification, an SBE which desires to continue its certification shall, no later than thirty (30) days prior to each such annual anniversary of the certification, submit an affidavit of no change in circumstances which shall update and reaffirm all requirements for certification. No later than thirty (30) days prior to its third year anniversary of certification, an SBE must submit a renewal application. A certification shall terminate automatically and without notice upon the failure of the business enterprise to satisfy any requirements set forth in this section.

8. Disparity Study Pre-emption. In the event the ABC Board obtains legally valid evidence that discrimination has caused or is causing disparity between the number of minority and women-owned firms available to participate in ABC Board contracts in a particular industry and utilization of minority and women-owned firms on ABC Board contracts in that industry, then: (i) the ABC Board shall be entitled to implement such race- and/or gender-conscious programs as are legally appropriate to remedy such discrimination; and (ii) such race- and gender-conscious programs shall take precedence over and pre-empt any provisions or requirements of the SBE program with respect to those contracts involving industries where discrimination has been documented.

Sub-bids: Any quote for labor, services, and/or goods submitted to a Contractor.

Subcontractor: A Subcontractor is a person or entity who has a direct Contract with the Contractor to perform a portion of the Work. The term “Subcontractor” is referred to throughout the Contract Documents as if singular in number and means a Subcontractor or an authorized representative of the Subcontractor.

Sub-Subcontractor: A Sub-Subcontractor is a person or entity who has a direct Contract with a Subcontractor to perform a portion of the Work. The term “Sub-Subcontractor” is referred to throughout the Contract Documents as if singular in number and means a Sub-Subcontractor or an authorized representative of the Sub-Subcontractor.

Sub-Recipient: Any Subcontractor or sub-lessee.

Work: The term “Work” means the tasks, goods, and services required by the Contract Documents, whether completed or partially completed, and includes all other labor, goods, and services provided or to be provided by the Contractor to fulfill the Contractor’s obligations. The Work may constitute the whole or a part of the Project. The Work also includes providing supplementary or miscellaneous items, appurtenances, and devices incidental to or necessary for a sound, secure, complete, and functional installation.

SECTION-2) | PARTICIPATION GOALS

For each Project, the ABC Board will set participation goals by Small Business Enterprises as Subcontractors on the Project. General aspirational goals for participation by Small Business Enterprises as Subcontractors on this Project that the Owner may use as a reference have been set as follows:

Recommended Goals

Category	SBE Goal
Construction	5%
Architecture & Engineering	5%
Professional Services	5%
Other Services (other than Architecture & Engineering and other Professional Services)	5%
Goods	5%

Notwithstanding the above, the ABC Board, within its sole discretion, may modify, alter, or amend the SBE Goal for any particular project.

SECTION-3) | “GOOD FAITH EFFORTS” REQUIREMENTS

Any bidder on Contracts for the ABC Board shall comply with the requirements of the SBE program. The Contractor will consider all competitive sub-bids and quotes received from qualified SBE firms. When a Subcontract is not awarded to the SBE firm submitting the lowest bid, the Contractor must document the reason(s) award was not made and substantiate that documentation in writing. If the Contractor terminates an agreement and/or Subcontract with an SBE firm, the Contractor will be required to adhere to these provisions of “**Good Faith Efforts**” in the selection of the replacement for that SBE firm.

SECTION-4) | SUBMITTALS AND TIME FRAME

Any Contractor bidding on an ABC Board project shall submit the following completed forms with his (her) bid:

1. “Statement of Intent for SBE Utilization” (Form I)

This form will illustrate the areas in which the Contractor has identified potential SBE Subcontract opportunities, the dollar value and percentage in which the Contractor proposes to attain in SBE utilization.

The purpose of this document is to measure the Contractor’s “**Good Faith Efforts**” in the pre-bid stage. It is not the intent of this document to commit the Contractor to subcontracting these areas only to SBE firms or releasing the Contractor from negotiating with SBE firms for Subcontract opportunities in other areas.

OR

2. “Statement of Intent of Performing Work Without Subcontracting” (Form II)

This form is to be submitted if the bidder does not intend to Subcontract any portions of the work and if there are no significant material purchases on which SBE firms can be utilized. The bidder must certify that this has been a typical practice on Projects of similar scope and dollar value and provide with the bid a list of those Projects along with the Project name, the Owner’s name, the Owner’s Project manager and/or representative, total dollar value, and the beginning and completion date.

By submittal of Form II, the Contractor is certifying that:

- (1) They will not enter into any Subcontract for duration of Project, and if they do decide to Subcontract any portion of the work they will:
 - (a) Notify the Owner immediately of the decision to Subcontract.
 - (b) Adhere to the provision of “**Good Faith Efforts**” in filling that Subcontract opportunity.
- (2) They do not typically Subcontract on Projects of similar scope and dollar value.

The ABC Board may request the apparent low bidder to provide additional information to clarify the bidder’s responsiveness. Failure to submit the completed form(s) with your bid may deem the bid as non-responsive.

Upon the receipt of the Letter of Intent to Award/Letter of Award, the apparent low bidder will be requested to attend a Pre-award conference, at which time he/she will be required to submit the following SBE Documentation:

- A. If SBE participation equals or exceeds overall ABC Board goals:
 - (1) Small Business Enterprise Utilization Commitment (Form III).
 - (2) Letter of Intent to Perform as a Subcontractor and/or Provide Goods or Services (Form IV) for each SBE firm or copy of the Subcontract agreement(s).

- B. If SBE participation does not equal or exceed the overall ABC Board goals:
- (1) Documentation showing solicitation of bids and quotes for goods and/or services from SBE's and the Certificate of SBE Unavailability (Form V), or if no response was received from an SBE.
 - (2) Documentation showing the reasons a Subcontract or significant material purchase was not awarded to a SBE.
 - (3) SBE Utilization Commitment (Form III).
 - (4) Letter of Intent to Perform as a Subcontractor and/or provide Goods or Services (Form IV) for each SBE Subcontractor/supplier.
 - (5) The ABC Board may require the Contractor to submit additional information to verify his (her) **"Good Faith Efforts."**
- C. If no Subcontractors are used:
- (1) The payrolls from the previous Project(s) of similar scope and dollar value or a current list of employees and job classifications.
 - (2) The list of equipment owned or leased for the previous Project(s) of similar scope and dollar value or a list of equipment owned or leased to be used on this Project.
 - (3) A schedule of major Project items with tentative beginning and completion dates.

The SBE documentation will be provided to the SBE Program Coordinator at the pre-award conference and forwarded to the ABC Board within three (3) working days for a determination of compliance. The ABC Board will make a determination of compliance within ten (10) working days from receipt of the documentation from the SBE Program Coordinator. If the Contractor does not submit the SBE documentation at the pre-award conference the Contractor will be deemed to be in non-compliance with the **"Good Faith Efforts."** The ABC Board will notify the Contractor of the determination of compliance or non-compliance and forward a copy of the notification to the SBE Program Coordinator.

The penalty for non-compliance as stated in Section VI will be applied against the Contract until the Contractor is determined to be in compliance with the **"Good Faith Efforts."**

Prior to approval of the final request for payment and after completion of the Work, the Contractor shall submit a Statement of Payments to SBE Subcontractors and Suppliers (Form VI). Final payment will not be released until Form VI is submitted.

SECTION-5) | RESPONSIBILITIES DURING THE BIDDING PROCESS

The Contractor will submit the following forms, completed with his (her) bid:

1. “Statement of Intent for SBE Utilization” (Form I)

This form will illustrate the areas in which the Contractor has identified potential SBE Subcontract opportunity, the dollar value, and percentage which the Contractor proposes to attain in SBE utilization.

SBE Program Coordinator

The ABC Board shall designate a SBE Program Coordinator to oversee and administer the SBE Program. The SBE Program Coordinator shall have the authority to solicit SBE participation. At the time of advertisement for bids, upon request by a certified Small Business Enterprise, the SBE Program Coordinator will notify certified Small Business Enterprise firms of the opportunities available to them and will provide them with a list of potential prime Bidders upon request. The SBE Program Coordinator will provide the Bidders with a list of certified SBE firms that can provide sub-bids and/or quotes for scope of services upon request.

Prime Contractor

The Prime Contractors will be required to solicit quotations from certified SBE firms and provide the same information, request, and time to SBE firms as they would non- SBE firms.

SBE Firms

It is the responsibility of the SBE firm to contact the ABC Board for Contract opportunities and to provide quotes and/or sub-bids when requested. The SBE will also be responsible for completing the letter of intent (Form IV) and the Affidavit of Certification in a timely manner and returning it to the Prime Contractor.

The SBE firm must be certified with by completing the Affidavit of Certification in order for their Contract dollar amounts to be counted as SBE participation.

SECTION-6) | PENALTIES

The ABC Board may consider the bid of any bidder who fails to meet the requirements of the “**Good Faith Efforts**,” as documented herein, non-responsive may not consider such bid.

A penalty of five percent (5%) of the Contract payment amount will be imposed against Prime Contractors who fail to meet the requirements of the “**Good Faith Efforts**” as documented herein.

All documents and information submitted by the Contractor will become a legal and binding part of the Contract Documents.

A finding by the ABC Board that any of the information submitted is deliberately inaccurate, false, or incomplete will constitute grounds for non-compliance and the penalty of five percent (5%) of the Contract payment amount applied.

If the Contractor is found to be continuously in non-compliance with these provisions or in direct contention, such actions may be considered by the ABC Board as a basis for not awarding future Contracts.

SECTION-7) | INCENTIVES

The ABC Board shall have the authority and discretion, to award and/or offer incentives to a Contractor that exceeds the participation goals required under the Contract.

SECTION-8) | GRIEVANCE PROCEDURE

The Grievance (internal complaint resolution) procedure is a resource available to all Contractors, Subcontractors, and vendors doing business with the ABC Board under the SBE Program. Grievances related to the administration of the SBE Plan will be processed by the ABC Board as follows:

2. The grievance must be reported in writing to the SBE Program Coordinator.
3. A designated ABC Board representative will review the basis and the issues of the complaint and may request supporting evidence. Processing of a grievance will be completed within fifteen (15) working days unless circumstances mandate otherwise.
4. Any Contractor who desires to appeal the decision or ruling of the ABC Board may request an appeal to the ABC Board of directors.
5. The final decision will be rendered by the ABC Board based upon a review of the record.

Any complainant not satisfied by the ABC Board's decision may avail himself/herself of any remedies available under the law.

SBE FORMS

FORM I
STATEMENT OF INTENT OF
SMALL BUSINESS ENTERPRISE UTILIZATION
(TO BE SUBMITTED WITH THE BID)

We, _____ (Bidder), do certify that on the _____
(Project Name) _____ (Dollar Amount of Bid)

we anticipate expending a minimum of _____% of the total dollar amount on the bid with small business enterprises. SBE's may be employed as construction Subcontractors, vendors, suppliers, or professional service providers. The bidder indicates that he (she) will utilize an SBE in the following areas:

Description of Work	SBE Amount
Totals	

The undersigned will make every effort to enter into formal agreements with Small Business firms for the Work listed in this schedule, conditioned upon execution of a Contract with the ABC Board.

The undersigned understands that they are permitted to negotiate with additional SBE firms for other materials and services not listed in the above schedule.

Submitted by: _____ Date: _____

Print Name: _____

Title: _____

Address: _____

Telephone Number: _____

FORM II
STATEMENT OF INTENT OF
TO PERFORM WORK WITHOUT SUBCONTRACTING
(TO BE SUBMITTED WITH THE BID)

We, _____ (Bidder), hereby certify that it is our intent to perform 100% of the work required for the _____ (Name of Project) Contract. In making this certification, the Bidder states the following:

1. That it is a normal business practice of the bidder to perform all elements of this type of Contract with its own work forces without the use of Subcontracts,

AND

2. That if it should become necessary to Subcontract some portion of the work at a later date, the bidder will comply with all requirements of the **"Good Faith Efforts"** in providing equal opportunity to SBE firms to Subcontract the Work.

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

Signature and title of authorized official of the company and the date must be properly executed on this document and a list of previous Projects of similar scope and dollar value as stated in Section II attached or the bid may be deemed non-responsive.

Submitted by: _____ Date: _____

Print Name: _____

Title: _____

Address: _____

Telephone Number: _____

**FORM III
SMALL BUSINESS ENTERPRISE UTILIZATION COMMITMENT**

We, _____ (Bidder), do certify that on the _____

(Project Name) _____ (Dollar Amount of Bid)

has committed a minimum of _____% of the total dollar amount of the Contract with _____% with small business enterprises.

Name of Firm	SBE	Contact Person	Type of Work to be Performed	Dollar Value
Total				

The Contractor has also furnished a Letter of Intent (Form IV).

The undersigned has or will enter into a formal agreement with the Small Business firms for Work listed in this schedule.

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

Signature and title of authorized official of the company and the date must be properly executed on this document.

Submitted by: _____ Date: _____

Print Name: _____

Title: _____

Address: _____

Telephone Number: _____

**FORM IV
SMALL BUSINESS ENTERPRISE
LETTER OF INTENT TO PERFORM AS A SUBCONTRACTOR OR PROVIDE SUPPLIES OR SERVICES**

Project Name: _____

TO: _____ ADDRESS: _____
(Prime Contractor)

CONTACT PERSON: _____ TELEPHONE #: _____

The undersigned intends to provide supplies or services in connection with the above bid request as a Small Business Enterprise.

The undersigned is prepared to perform the following described Work in connection with the above Project. (Specify in detail particular Work items or parts thereof to be performed):

At the following price: _____

You have projected the following delivery date for such supplies and services, and the undersigned is projecting completion of such Work as follows:

Items

Signature: _____

Print Name: _____

Date: _____

has or will enter into a formal agreement with you for the above supplies or services conditioned upon your execution of a Contract with the ABC Board.

Submitted by: _____ Date: _____

Print Name: _____

Title: _____

Address: _____

Telephone Number: _____

FORM V
CERTIFICATE OF SBE UNAVAILABILITY

Project Name: _____

Name: _____
(Prime Contractor)

ADDRESS: _____

CONTACT PERSON: _____ TELEPHONE #: _____

Name and address of SBE Contractor	Type of Work and Contract Items or Supplies to be Performed	Reason for Unavailability

The undersigned certifies that the above Small Business Enterprise(s) was (were) contacted in **“Good Faith”** and that said SBE(s) were unable to submit a Bid.

Signature: _____

Print Name: _____

Title: _____

Date: _____

Address: _____

Telephone Number: _____

Affidavit of Certification

I, _____, swear or affirm under penalty of law that my business enterprise meets the following eligibility requirements for certification as a “Small Business Enterprise”:

Ownership Requirements. At least fifty-one percent (51%) of the interest in the business enterprise must be owned by Eligible Owners. A person shall be deemed an “Eligible Owner” of all or a portion of a business enterprise if such person:

- (a) Owns in his or her own name the legal and equitable interest in the business enterprise;
- (b) Acquired the interest in a real and substantial arms-length transaction utilizing real and substantial consideration;
- (c) Together with his or her spouse have a combined personal net worth under \$750,000, excluding: (i) up to \$500,000 of their combined equity in their primary residence; and (ii) their combined ownership interest in the applicant business enterprise; and (iii) spouse’s total retirement investments; and

Is not currently an official, officer, or employee of the ABC Board

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- (d) hold the professional license or contractor license necessary for operation of each type of business for which the business enterprise seeks certification;
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Transportation	48-49	\$8,062,500	N/A
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Administrative and Support Services	56	\$3,937,500	N/A
Food Service	72	\$1,500,000	N/A
Other	81	\$1,500,000	N/A

Geographic Restriction. The business enterprise must have its principle place of business within the Charlotte Metropolitan Statistical Area.

I declare under penalty of perjury that the foregoing is true and correct.

Date: _____

Name of Authorized Officer: _____

Signature: _____

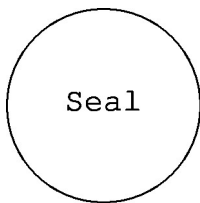
Title: _____

State of North Carolina, County of _____

Subscribed and sworn to before me this _____ day of _____ 20_____

Notary Public _____

My commission expires _____



**“GOOD FAITH EFFORTS” FORM
(ATTACH TO BID)**

County of _____

Affidavit of _____
(Name of Bidder)

I have made a good faith effort to comply under the following areas checked:
(A minimum of 50 points is required to have achieved a “good faith efforts” standing)

(Y/N)

- ____(1) Contacting Small 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 proposal date and notifying them of the nature and scope of the Work to be performed. Value = 10 points
- ____(2) Making the construction plans, specifications, and requirements available for review by prospective Small Businesses or providing these documents to them at least 10 days before a Bid proposal is due. Value = 10 points
- ____(3) Breaking down or combining elements of Work into economically feasible units to facilitate Small Business participation. Value = 10 points
- ____(4) Attending any pre-bid meetings scheduled by the public Owner. Value = 10 points.
- ____(5) Providing assistance in getting required bonding or insurance or providing alternatives to bonding or insurance for Subcontractors. Value = 20 points.
- ____(6) Negotiating in good faith with interested Small Businesses and not rejecting them as unqualified without sound reasons based on their capabilities. Any rejection of Small Businesses based on lack of qualification should have the reasons documented in writing. Value = 15 points.
- ____(7) Providing assistance to an otherwise qualified Small 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. Assisting Small Businesses in obtaining the same unit pricing with the Bidder’s suppliers in order to help Small Businesses in establishing credit. Value = 25 points.
- ____(8) Negotiating joint venture and partnership arrangements with Small Businesses in order to increase opportunities for Small Business participation on Projects when possible. Value = 20 points.
- ____(9) Providing quick pay agreements and policies to enable Small Business Contractors and suppliers to meet cash-flow demands. Value = 20 points.

Mecklenburg County Alcoholic Beverage Control Board SBE Program

The undersigned hereby certifies that he or she has read the terms of the Small Business commitment and is authorized to bind the Bidder to the commitment herein set forth.

Date: _____

Name of Authorized Officer: _____

Signature: _____

Title: _____

State of North Carolina, County of _____

Subscribed and sworn to before me this _____ day of _____ 20_____

Notary Public _____

My commission expires _____

