

ATTACHMENT C
MODEL BIDDING INSTRUCTIONS

A. Affirmative Marketing Participation Goals:

Each Municipality must enforce the current Affirmative Marketing Goals developed by the Division of Capital Asset Management and Maintenance (DCAMM) and Supplier Diversity Office (SDO) as follows: ¹

Design Participation:	Combined MBE/WBE goal of (17.9%)
Construction Participation:	Combined MBE/WBE goal of (10.4%)

All documentation submitted in connection with MBE/WBE credit must be true, accurate and correct to the best of your knowledge. Your signature on any MBE/WBE goal-related document means that you have read and understand it. Any false claims for MBE/WBE credit are subject to the Massachusetts False Claims Act and any applicable civil or criminal penalties as determined by the Massachusetts Attorney General's office. ²

A. MBE and WBE Participation Requirements:

1. Compliance with the requirements of this Section is a pre-requisite for receiving a Contract Award. The Contractor must utilize a reasonable representation mix of both MBE and WBE firms whose collective participation either meets or exceeds the overall combined contract goal. Both MBE and WBE firms shall have an opportunity to work on public projects with a combined MBE/WBE goal.
2. Projects with a combined goal must include a reasonable representation of **both** MBE **and** WBE firms to meet or exceed the combined goal. Both categories must be reflected in the participation goals, e.g. bidders who meet the participation goals of one category, such as MBE, must still find WBE representation. Combined contract participation goals must be reported and tracked separately.
3. The MBE and WBE participation goals for this Contract are set forth above. The Awarding Authority reserves the right to accept and review written requests but does not have the authority to reduce or waive the MBE or WBE participation goals established for this contract. Waivers or reductions of MBE/WBE participation are contingent on the following: (a) MBE/WBE availability, (b) geographic location, (c) scope of work, (d) the percentage of work available for subcontracting to MBE/WBEs and/or (e) other relevant factors including documentation by General Bidder showing a **Diligent, Good Faith Effort** to secure commitments from MBE/WBE subcontractors. If these criteria are met, the Awarding Authority may submit the General Bidders request along with all the foregoing documentation to the Executive Director of the Supplier Diversity Office (SDO) for final determination.
4. All contracts shall provide MBE/WBE firms with contracting opportunities. If a bidder fails to make a subcontracting opportunity available to certified MBEs/WBEs, it must explain why in writing. The Bidder shall also demonstrate that, where commercially reasonable, subcontracts were divided into smaller scopes or tasks capable of being performed by MBE/WBEs.
5. A successful bidder must provide notice of: (a) each MBE/WBE solicited, and (b) each MBE/WBE listed in the SDO directory under the applicable trade category that was not solicited and reasons therefore. The Bidder shall also state the date that notices were mailed and provide a copy of the written notice(s) sent.
6. Reasonable follow up efforts include written notices sent to MBE/WBEs with telephone calls or personal visits in order to determine with certainty whether the MBE/WBEs were interested in performing the work. Phone logs or other documentation must be submitted.
7. A statement of the response received from each MBE/WBE solicited, including the reason for rejecting any MBE/WBE who submitted a bid or proposal may also be provided
8. If MBE/WBEs have difficulty obtaining bonding, insurance or lines of credit to participate in the project, prospective bidders must show reasonable efforts were made to assist MBE/WBEs to obtain bonding, insurance, or lines of credit.
9. Reasonable efforts may also include whether a Bidder placed advertisements in appropriate media and trade association publications announcing the Bidder's interest in obtaining bids or proposals from MBE/WBEs, and/or sent written notification to MBE/WBE economic development assistance agencies, trade groups and other organizations notifying them of the Contract and the work to be subcontracted by the Bidder to MBE/WBEs. The Bidder shall also submit any other information reasonably requested by the Awarding Authority to show that the Bidder has taken all possible reasonable steps to achieve the MBE/WBE participation goals.
10. If **filed Sub-Bids** are solicited for this Contract, requests to reduce or waive the MBE/WBE participation goals must be received by the Awarding Authority no later than ten (10) working days after the list of filed Sub-Bidders is sent by the Awarding Authority to persons who have taken out plans for the Contract. If there are no filed Sub-Bids solicited for this Contract, requests to reduce or waive the MBE/WBE participation goals for this Contract must be received by the Awarding Authority no later than ten (10) working days before the date set for the receipt of general Bids. **The Awarding Authority Will Not Consider Any Request To Reduce Or Waive The MBE/WBE Participation Goals For This Contract That Is Received After These Deadlines.**
11. Within five (5) working days after the opening of general Bids, the low Bidder shall submit the following documents to the Awarding Authority's Affirmative Marketing Construction Officer (AMCO): (a) a completed Schedule for Participation by MBE/WBE ("Schedule for Participation") in the form provided by the Awarding Authority showing MBE/WBE participation in amounts equal to or exceeding the MBE/WBE participation goals for this Contract, (b) a completed Letter of Intent in the form provided by the Awarding Authority for each MBE/WBE listed in the Schedule for Participation, and (c) the most recent SDO

¹ Periodically, goals may be changed or adjusted. Check the [SDO web site](#) for current MBE/WBE participation goals.

² See generally, M.G.L. c.12, §§5A-5O, inclusive.

certification letter for each MBE/WBE listed in the Schedule of MBE/WBE Participation showing that the MBE/WBE is certified in the area of work for which it is listed on the Letter of Intent.

12. Each Letter of Intent shall describe the work to be performed by the MBE/WBE (the “MBE/WBE Work”) with enough specificity to allow an awarding authority to determine which specific items count for MBE/WBE participation credit. The Awarding Authority reserves the right to reject any Letter of Intent if the price to be paid for the MBE/WBE Work does not bear a reasonable relationship to the value of such work under the Contract.
13. Within five (5) working days after receipt of the Schedule for MBE/WBE Participation, Letters of Intent, and most recent SDO certification letter, the Awarding Authority shall review and either approve or disapprove the apparent low Bidder’s submissions. If the apparent low Bidder has not submitted an appropriate Schedule for MBE/WBE Participation and appropriate Letters of Intent and SDO most recent certification letter establishing that the MBE/WBE participation goal for the project will be met, the apparent low Bidder will be considered ineligible for Award of the Contract and the Awarding Authority will Award the Contract to the second lowest eligible and responsible Bidder, subject to said Bidder’s compliance with these conditions. If funds are insufficient to award to the second lowest Bidder, the project may have to be re-bid.
14. General Conditions of the Contract require the Contractor to submit, within thirty (30) days of the Contract Date, copies of current certification letters for all subcontractors, signed subcontracts with all subcontractors or a purchase order or invoice from each material supplier and/or manufacturer listed on the Schedule for MBE/WBE Participation.
15. A filed sub-Bidder is not required to submit a Schedule of MBE/WBE Participation with its Bid. It may submit a Letter of Intent with its Bid if it is a SDO certified MBE/ WBE. If a filed sub-Bidder intends to sub-subcontract work to a SDO certified MBE/WBE, and the awarding authority permits limited sub-sub-contracting for purposes of MBE/WBE participation, and the filed sub-Bidder wishes that sub-subcontract to be credited toward the participation goals for this Contract, the filed sub-Bidder should submit a Letter of Intent from that MBE/WBE with its Bid.