Mecklenburg County Greenway and Stream Construction

MWSBE PROGRAM OUTREACH

WWW.MECKNC.GOV/EDO/MWSBE
Mecklenburg County Greenway and Stream Construction
• Greenways are a highly valued community resource, connecting people and places across the county
• Streams serve important environmental functions, improving water quality and providing wildlife habitat
HEALTH & SAFETY PRECAUTIONS TO MITIGATE RISK OF NOVEL CORONAVIRUS

All State of NC and Mecklenburg County instructions related to COVID-19 are to be followed:

• As the State of North Carolina lifts restrictions on social distancing, most capacity limits, and masking indoors (except in specific settings), and the CDC releases guidance for fully vaccinated individuals, Mecklenburg County Public Health has recommendations specific to COVID-19 safety in the Mecklenburg community.
• Everyone 12 years of age and older should get vaccinated.
• Unvaccinated individuals should remain masked in public, especially when indoors, continue to social distance and avoid large crowds.
• Everyone needs to mask in high-risk situations, like crowded spaces, childcare and schools, camps, long term care facilities, health care settings, detention facilities, shelters, etc.

Specific to the bid process:
• Guidelines are currently changing, please review the bid documents for up-to-date information.

Mecklenburg County Resource to Current Instructions: https://www.mecknc.gov/COVID-19/Pages/Home.aspx
Mecklenburg County
Greenway and Stream Construction

GREENWAY DESIGN
+ CONSTRUCTION

Jennifer Brooks
Project Manager
Asset and Facility Management
AFM.RFQ@mecknc.gov

STREAM RESTORATION

Crystal Goode
Lead Project Manager
Charlotte-Mecklenburg Stormwater Services
Crystal.Goode@mecknc.gov

MWSBE PROGRAM

Malaya Abed
Compliance Officer
Office of Economic Development
mwsbe@mecknc.gov
Mecklenburg County
Greenway and Stream Construction

OUTREACH GOALS

• Share upcoming greenway and stream restoration projects, schedules, and trades involved
• Facilitate a more efficient bid process
• Encourage and increase MWBE participation
• Explain vendor registration process
• Answer questions

www.mecknc.gov/edo/mwsbe
Poll Questions

You will be prompted to respond to a poll question. We will give about 1-minute to submit your responses.

1. What's your favorite piece of equipment
   - Excavator
   - Pile Driver
   - Skid Steer
   - Dump Truck
   - Computer
   - Cell Phone
   - I don’t know
   - None of the above

2. What is your favorite ice cream flavor
   - Strawberry
   - Cookies n Cream
   - Chocolate
   - Vanilla
   - Rocky Road
   - I like any kind of ice cream
   - None of the above
   - I don’t like ice cream

3. Have you ever responded to a Mecklenburg County Construction Project Solicitation?
   - Yes, as a prime
   - Yes, as a sub
   - Yes, as a supplier
   - No

4. Have you ever participated on a Mecklenburg County Construction Project?
   - Yes, as a prime
   - Yes, as a sub
   - Yes, as a supplier
   - No
GREENWAY CONSTRUCTION
COMPLETED PROJECTS
GREENWAY CONSTRUCTION
SCOPE: SITE WORK

- Erosion Control
- Earthwork and Grading
- Trucking
- Storm Drainage Structures
- Landscape Planting and Seeding
- Irrigation
GREENWAY CONSTRUCTION
SCOPE: TRAIL PAVING
GREENWAY CONSTRUCTION
SCOPE: BOARDWALK
GREENWAY CONSTRUCTION
SCOPE: WALLS, FENCES AND SAFTEY RAILS
GREENWAY CONSTRUCTION
SCOPE: TRAIL BRIDGES
## Greenway Construction

### Bid Advertisements: Projected Schedule

<table>
<thead>
<tr>
<th>2021</th>
<th>2021 Q3</th>
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TOTAL VALUE

- 2021: $5 Million
- 2021 Q4: $13 Million
- 2022: $13 Million
- 2022 Q2: $10 Million
- 2022 Q3: $23.5 Million
- 2022 Q4: $8 Million
- 2023: $9 Million
GREENWAY CONSTRUCTION
SIX MONTH OUTLOOK
Upcoming Bid Advertisements

2021 Quarter 1 (August-September)
Stewart Creek Tributary Greenway *
Caldwell Station Tributary Greenway

2021 Quarter 2 (October-December)
Long Creek Greenway *
Irvins Creek Greenway
Torrence Tributary II Greenway
McDowell Creek Greenway Phase 1B

2021 Quarter 3 (January)
McIntyre Creek Greenway
Walker Branch/Hoover Creek Greenway
Greenway Construction
Stewart Creek Tributary Greenway

Bid Advertisement: August 2021
Length: 1.5 Miles
Estimated Construction Budget:
$2-$2.5 Million
Combined single bid package with Stormwater Services

Key scope items include:
• Concrete and asphalt paved trail
• Retaining walls
• Earthwork
• Trail bridges
• City storm control measure (SCM)
• County stream restoration
GREENWAY CONSTRUCTION
Caldwell Station Tributary Greenway

Bid Advertisement: September 2021
Length: 1 Mile
Estimated Construction Budget: $2-$2.5 Million

Key scope items include:
• Concrete and asphalt paved trail
• Retaining walls
• Earthwork
• Trail bridges
• Duke transmission ROW
GREENWAY CONSTRUCTION
Long Creek Greenway

**Bid Advertisement:** September 2021
**Length:** 4.3 miles
**Estimated Construction Budget:**
$12-$12.5 Million
Combined single bid package with Stormwater Services

**Key scope items include:**
- Concrete and asphalt paved trail
- **Boardwalk**
- Retaining walls
- Earthwork
- Trail bridges
- **County stream restoration**
GREENWAY CONSTRUCTION
Irvins Creek Greenway

**Bid Advertisement:** October 2021  
**Length:** 2.2 Miles  
**Estimated Construction Budget:**  
$3.5-$4 Million

**Key scope items include:**  
- Concrete and asphalt paved trail  
- Boardwalk  
- Retaining walls  
- Earthwork  
- Trail bridges  
- Sam Newell roadway underpass (NCDOT)
GREENWAY CONSTRUCTION
McDowell Creek Greenway Phase 1B

Bid Advertisement: November 2021
Length: 0.6 miles
Estimated Construction Budget: $1-1.5 Million

Key scope items include:
• Concrete and asphalt paved trail
• Boardwalk
• Retaining walls
• Earthwork
• Trail bridges
• Gilead Rd. underpass (NCDOT)
GREENWAY CONSTRUCTION
Torrence Tributary II Greenway

**Bid Advertisement:** November 2021

**Length:** 1.3 Miles

**Estimated Construction Budget:**
$1.5-$2 Million

**Key scope items include:**
- Concrete and asphalt paved trail
- Boardwalk
- Retaining walls
- Earthwork/Rock
- Trail bridges
- Connection to the existing I-77 trail underpass
**GREENWAY CONSTRUCTION**

**McIntyre Creek Greenway**

**Bid Advertisement:** January 2022  
**Length:** 1 mile  
**Estimated Construction Budget:** $1-$1.5 Million

**Key scope items include:**  
- Open and active park  
- Conservation Easement  
- Asphalt and concrete paved trail  
- Retaining walls  
- Earthwork  
- Trail bridges
GREENWAY CONSTRUCTION
Walker Branch/Hoover Creek Greenway

Bid Advertisement: January 2022
Length: 1.5 miles
Estimated Construction Budget: $3.5-$4 Million

Key scope items include:
• Concrete and asphalt paved trail
• Boardwalk
• S. Tryon pedestrian crossing (NCDOT/CDOT)
• Pedestrian bridge restoration
• Parking lot and neighborhood playground
Polls and Q&A

1) For this type of work do you primarily perform as a:
   - Prime contractor
   - Sub contractor
   - Supplier

2) Are these brief project overviews helpful in preparing for upcoming bids and/or in forecasting your bidding activity for the next six months?
   - Yes
   - No

3) What is the biggest barrier to obtaining MWSBE participation?
   - MWSBE contractor availability
   - Sub-contractor pricing/low bid requirements
   - Limited professional network
   - Limited resources of Sub-contractors (i.e. equipment, staff, funds)
   - Invitation to bid
   - Lack of experience with this type of work

4) Would you attend a networking event to connect general contractors with MWSBE sub contractors interested in participating in County projects?
   - Yes
   - No

5) Are you familiar with the Projects At A Glance website?
   - Yes, I check frequently
   - Yes, I check for updates occasionally
   - Yes, I rarely check for updates.
   - No

If you have questions in relation to the Greenway projects, please add them to the chat box or raise your hand so that we can open your microphone...
MECKLENBURG COUNTY
STORMWATER SERVICES

STREAM RESTORATION
CONTRACTING OPPORTUNITIES
Subcontractor Trades

- Earthwork/Grading
- Clearing/Grubbing
- Trucking
- Matting Installation
- Erosion Control
- Sign Fabrication
- Vegetation installation & Maintenance
- Site Maintenance/Clean-up
- Concrete and/or Asphalt
- Storm Water Infrastructure
- Best Management Practices
Stevens Creek Tributary
Stewart Creek Phase I
Torrance Creek Phase II - The Park
## Greenway Construction

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- **2022 Q4**: Total Value: $9 Million
- **2023**: Total Value: $9 Million
Upcoming Stream Restoration Projects

Stewart Creek Phase III
- Bid advertisement in Summer 2022
- 1.0 Mile from I-85 to LaSalle Street
- Construction Budget of $3 Million

Stewart Creek Tributary #2
- Bid advertisement in Summer 2021
- 0.5 Mile from Parkway Ave to Main Stem
- Construction Budget of $570,000

Key scope items: grading, hauling, stream boulder structures
Upcoming Stream Restoration Projects

Long Creek Phase II
- Bid advertisement in Fall 2021
- 1.7 Miles from Treyburn to I-485
- Construction budget of $3 Million

Long Creek Phase III
- Bid advertisement in Summer 2022
- 1.5 Miles from I-485 to Oakdale Road
- Construction budget of $2.5 Million

Key Scope items:
Grading, stream bank stabilization and repair, Plantings
Upcoming Stream Restoration Projects

West Branch Rocky River Main Stem Phase II
- Bid advertisement in Early 2022
- 1.0 Miles from Grey Road to just above Fisher Road
- Construction budget of $3.9 Million

West Branch Rocky River Main Stem Phase III
- Bid advertisement in Summer 2023
- 1.0 Miles from Fisher Road to just above Avoca Lane
- Construction budget of $3.2 Million

Key Scope items: Grading, stream buffer and butterfly habitat plantings, soil disposal on site
Polls and Q&A

1. What are the top 3 risks that increase your bid on stream restoration projects?
   - Time of year
   - Length of project
   - Construction Access
   - Weather Concerns
   - Material Costs
   - Too complicated

2. Would allowing up to 6 months to mobilize reduce your bid price measurably?
   - Yes
   - No
   - Neutral

3. If future bids removed plantings from the construction contract (except for seeding), would this make a project more appealing?
   - yes
   - no
   - neutral

If you have questions in relation to the Stream projects, please add them to the chat box or raise your hand so that we can open your microphone...
Register via e-Vendor Portal: www.MeckPROCURE.COM
(Use Firefox or Internet Explorer)

What will be needed to submit your vendor registration

- Active business status in with the secretary of state
  - Including nonprofit and sole proprietor
- Address
- Business name and DBA (if applicable)
- Business Tax ID Number (EIN/TIN)
- Legal Business Banking Information
- Contact Information
- Descriptions of your products and services
  - For example, NIGP commodity codes

2021 VENDOR REGISTRATION AND SOLICITATION TRAINING SCHEDULE
2nd and 4th Wednesday of each month
For more information, click here
RESPONDING TO A CONSTRUCTION SOLICITATION

Register via e-Vendor Portal:
https://vendor.ncgov.com/vendor/login

Where to find Solicitations
NC State-Wide Opportunities Interactive Purchasing System (NCIPS)  https://www.ips.state.nc.us

[ex: Search NON STATE – County of Mecklenburg]

<table>
<thead>
<tr>
<th>Bid Number</th>
<th>Description</th>
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<tbody>
<tr>
<td>487-TH-AFM004004</td>
<td>Facilities Maintenance RFP For full RFP information go to <a href="http://www.meckProcure.com">www.meckProcure.com</a>, Public Access</td>
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<tr>
<td>487-TH-AFM004004-1</td>
<td>Addendum 1 --- Adding time of Pre-Bid Meeting</td>
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<tr>
<td>487-TH-AFM004004-2</td>
<td>Addendum 2 --- Site visit schedule</td>
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<tr>
<td>487-TH-AFM004004-3</td>
<td>Addendum 3 --- Vendor information, site visit schedule and scope updates</td>
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<td>487-2019-NCDOTGRNWYCE1</td>
<td>CET services for multiple NCDOT grant funded greenways For Construction and Engineering Inspections services during const.</td>
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<td>487-DPNC</td>
<td>Discovery Place Nature Center Pre-Conference Passed: 05/14/2019 Pre-Submittal meeting is NON MANDATORY</td>
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<tr>
<td>487-STEWARDCREEKPH1ITB</td>
<td>STEWART CREEK PHASE 1 Key Words: Creek, Restoration,</td>
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<td>487-TM-DS5004010</td>
<td>Work First Services Pre-Conference Passed: 05/15/2019 Conference is Not Mandatory. Do not upload response in NCIPS</td>
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<tr>
<td>487-BI-ITBLUE006002</td>
<td>Procurement of Stone and Stone Delivery Bids to be Mailed or Hand Delivered, no Email.</td>
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<td>487-BI-ITBLUE006002-1</td>
<td>Addendum 1 --- Added Date and Time for Non-Mandatory Pre-Bid Conference Call</td>
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<tr>
<td>487-TM-DS5004011</td>
<td>Non-Emergency Medical Transportation Services Pre-Conference Passed: 05/09/2019 Conference Meeting is Not Mandatory. Do not upload response on NCIPS</td>
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</table>
Outreach Events and Networking

Support and Navigation through MWSBE Certifications, Vendor Registrations, and Doing Business with Mecklenburg County

Informationals for Purchasing, Procurement, Bidding, and Contracting

Advocacy and Mediation

Capacity Building/Supportive Services
- One-on-one /Group Sessions
- Trainings and Workshops
- Information, Referrals, and Resource Sharing

Vendor/Supplier Diversity

Project/Program Compliance and Monitoring

MISSION

Increase Participation of Minorities, Women, and Small Businesses in Mecklenburg County Business Opportunities Through Outreach, Training, and Partnerships

The Program assist businesses through various support efforts:
- Outreach Events and Networking
- Support and Navigation through MWSBE Certifications, Vendor Registrations, and Doing Business with Mecklenburg County
- Informationals for Purchasing, Procurement, Bidding, and Contracting
- Advocacy and Mediation
- Capacity Building/Supportive Services
- Vendor/Supplier Diversity
- Project/Program Compliance and Monitoring
Benefits of Certifications

Mecklenburg County does not certify. The County assists with navigation for the following certifications...

- Increased visibility and business exposure
- Access to working capital loan resources
- Award Recognition and Celebration opportunities
- Participate in programs focused on MWSBEs
- Free workshops, seminars, and training programs
- Networking events and opportunities
- Access to Mentorship/Protégé programs
- Notification and access to contracting and subcontracting opportunities
- Listed in public vendor/supplier databases
- Access to supportive services with diversity professionals

The business must be 51% owned and operated by a minority, woman, or small business owner

**Historically Underutilized Businesses (HUB) Certification**
North Carolina Department of Administration
HUB Office
(Reciprocity if applicable)

**Disadvantage Business Enterprise (DBE) Certification**
North Carolina Department of Transportation
Department of Civil Rights
(Reciprocity/Inter-state if applicable)

**Small Business Enterprise (SBE) Certification**
City of Charlotte
Charlotte Business Inclusion (CBI) Program
(MWBE Relevant Market Certificate, if applicable)
Certification Checklist

NC HUB

CBI-SBE

NC DOT-DBE

Complete This Checklist to Ensure All Required Documents Are Included

Thank you for your interest in becoming a certified SBE with the City of Charlotte. Please review the checklist below and use it as a guide to complete your application and organize the appropriate submission documents. Please make sure to include all supplemental documents (as applicable) with your application. Failure to submit a complete and accurate application could result in your application being returned to you with no action taken. Please mail or deliver a complete application with required documents to the address on the front of this packet. Faxed applications will not be accepted. If you need assistance with this list please give us a call at 704-335-4317.

BEAP APPLIANTS MUST SUBMIT:

☐ Certified or Professional Degree
☐ Copy of Professional License
☐ Work experience resume that includes place of employment, position, employment dates
☐ Current Copy of proof of insurance or Permanent Notification (Birth Certificate, Passport, Voter’s Registration Card, Green Card, Military ID, or Driver’s License if not on the front of this packet)
☐ Proof of identity, based on the ethnic groups identified in N.C.G.S. § 143-138.6 (b) Black, Hispanic, American Indian, or Asian American. Provide a copy of your Passport, Green Card, Birth Certificate or complete a signed and notarized Ethnicity Affidavit.
☐ Copies of Professional Licenses, if required
☐ Schedule of Salaries paid to all officers, managers, owners, or directors of the firm (W-2, Q1s, Q4s, or statement on company letterhead or email, if possible)
☐ Copies of job titles for officers and strategic governance or statement indicating location of business operation
☐ List of equipment (leased or owned) along with signed lease agreements, titles (proof of ownership) of equipment needed to operate your business
☐ Documented proof of contributions used to acquire ownership of the firm (e.g., sold stock or shares)
☐ Statement from your bank listing names of all persons who have signature authority on your business bank account
☐ Two business letters of reference (for your firm and partner if applicable — for contact information)
☐ Home state minority and/or disadvantaged business certification for out of state businesses
☐ Proof of disability, if applicable

Corporations must provide the following additional information:
☐ Official Articles of Incorporation (signed by State Clerk)
☐ Birth certificates of all Corporate Stock Certificates and stock
☐ Transfer Agent
☐ Shareholders Agreement
☐ Minutes of 12th and most recent Board of Director Meetings
☐ Corporate Bylaws and any amendments

Limited Liability Companies, including LLCs must provide:
☐ Articles of Organization (LLC)
☐ Operating Agreement (LLC)
☐ Certifications, including LLC must also provide:
☐ Partnership Agreement
☐ Franchise must also provide:
☐ Inception Agreement

In order to complete your application for SBE or MBE certification, you must submit a copy of all of the following REQUIRED documents:

ACCOUNTANT/CPA

☑ Corporate by-laws
☑ Annual corporation stock certificates and your firm’s stock transfer agent
☑ Shareholders Agreements
☑ Minutes of all stockholders and board of directors meetings

U.S. DOT EO 13563 BEAB SBE Certification Applications: Page 34 of 14

The City is an equal opportunity/affirmative action employer. Women, minorities, and veterans are especially encouraged to apply. The Beab Certification Checklist is designed to help you complete your application and avoid any deficiencies. If you have any questions, please contact the Beab Program at 704-335-4317.
Projects-at-a-Glance Website

Forecasting – Upcoming Projects

Mecklenburg County - SnapShot: Projects At A Glance
Greenway & Stream Construction Projects

Welcome to SnapShot: Projects At A Glance. Mecklenburg County’s listing of upcoming contract opportunities.

In an effort to keep the public/business community informed of upcoming opportunities, we will update this tool to provide preliminary information and advance notice. Please note this list is not exhaustive of every project. To view current projects for bidding, visit: www.meckprocure.com | www.jps.state.nc.us/IPS/SeptBids.aspx (search Mecklenburg County)

**Disclaimer:** Information subject to change without notice — Quarterly updates are anticipated, frequency may vary.

To view current projects for bidding, visit: www.meckprocure.com | www.jps.state.nc.us/IPS/SeptBids.aspx (search Mecklenburg County)

<table>
<thead>
<tr>
<th>Project Type</th>
<th>Lead Department</th>
<th>Project Name</th>
<th>Brief Project Description</th>
<th>Some Scope of Work/Materials</th>
<th>Estimated Value</th>
<th>Inst. Federal Funds</th>
<th>Anticipated Hosting Period</th>
</tr>
</thead>
<tbody>
<tr>
<td>Construction - Stream Restoration</td>
<td>UOE - Land Use</td>
<td>Stewart Creek Rr to Lulahe (Stream Only)</td>
<td>Approx 1 mi of stream restoration to include bank grading, stream structures, and re-vegetation</td>
<td>Hauling, grading, stream restoration, erosion and sediment control</td>
<td>$500,000 and over</td>
<td>No</td>
<td>2023 (Jun-Sep)</td>
</tr>
<tr>
<td>Construction - Stream Restoration</td>
<td>UOE - Land Use</td>
<td>West Branch Rocky River Phase I - Confluence of Mecklenburg Stream (Stream Only)</td>
<td>Approx 1 mi of stream restoration to include bank grading, stream structures, and re-vegetation</td>
<td>Hauling, grading, erosion control, stream restoration</td>
<td>$500,000 and over</td>
<td>No</td>
<td>2022 (Oct-Dec)</td>
</tr>
<tr>
<td>Construction - Stream Restoration</td>
<td>UOE - Land Use</td>
<td>West Branch Rocky River Phase II - Confluence of Mecklenburg Stream (Stream Only)</td>
<td>Approx 1 mi of stream restoration to include bank grading, stream structures, and re-vegetation</td>
<td>Hauling, grading, erosion control, stream restoration</td>
<td>$500,000 and over</td>
<td>No</td>
<td>2022 (Oct-Dec)</td>
</tr>
<tr>
<td>Construction - Stream Restoration</td>
<td>UOE - Land Use</td>
<td>Kings Branch from Ashdale Drive to Arrowood Road (Stream Only)</td>
<td>Approx 1.8 miles of stream restoration to include bank grading, stream structures, and re-vegetation</td>
<td>Hauling, grading, erosion control, stream restoration</td>
<td>$500,000 and over</td>
<td>No</td>
<td>2023 (Apr-Mar)</td>
</tr>
<tr>
<td>Construction - Stream Restoration</td>
<td>UOE - Land Use</td>
<td>Long Creek Phase I - Tryburning Rds (Stream Only)</td>
<td>Approx 1.8 miles of stream restoration to include bank grading, stream structures, and re-vegetation</td>
<td>Hauling, grading, erosion control, stream restoration</td>
<td>$500,000 and over</td>
<td>No</td>
<td>2022 (Oct-Dec)</td>
</tr>
<tr>
<td>Construction - Stream Restoration</td>
<td>UOE - Land Use</td>
<td>Willow Pond/Corinlus</td>
<td>Full stream restoration to include bank grading, stream structures, and re-vegetation</td>
<td>Hauling, grading, erosion control, stream restoration</td>
<td>$450,000 - $500,000</td>
<td>No</td>
<td>2023 (Jul-Sep)</td>
</tr>
</tbody>
</table>
Capability Statement

- Contact Information
- Past Performance
- Differentiators
- Company Overview/Data
- Core Competencies
- Codes/Certifications/Licenses
Competitive Advantage & Networking

- Pre-bid Meetings/Conferences/Site Visits/Bid-Openings
- Meet With Diversity/Inclusion Professionals
- Meet with Mecklenburg County’s Small Business Team/Business Resource Providers
- Meet With Departments / Project Managers
- Participate In Networking Events (Meet & Greets, Etc.)
- Associations/Chambers/Groups/Meetups, etc.
- Strengthen Proposal-Bid Writing / Presentation / Interviewing
- Strengthen Your Project And Financial Management
- Navigate Prequalification documents/resources
- Participate in Capacity Building Programs
- Know your Differentiators and Competitive Advantage
- Source Talent/Collaboration/Subcontracting/Partnerships
- Separate Working In AND On Your Business
- Document References And Testimonials
- Take Pictures of Visual Projects When You Can
- Ask Questions (remember, a closed mouth does not get fed)
- Ask For Feedback (don’t take it personal – take it professional)
- + more....
The **Program** provides FREE expert assistance in supporting the entrepreneurs of Mecklenburg County with the highest standard of customer service that will foster growth and vitality to the business community.

The program is a One-Stop shop that navigates the business/entrepreneurial resources available across the County and State.

❖ Entrepreneurs seeking to start or grow their business can receive customized guidance and advice on a variety of business topics
  ✓ How to Start a Business in NC
  ✓ Business Development/Feasibility Analysis
  ✓ Military/Veteran Business Services
  ✓ Relocating your Business
  ✓ Training your Workforce
  ✓ Creating a Business Plan/Strategic Plan
  ✓ Marketing Plans
  ✓ Taxes and Recordkeeping
  ✓ Market Research
  ✓ ...plus, much more

The **Program** stimulates business investment, creates and retain jobs, and provide increased opportunities for small businesses to obtain the capital they need to be successful.

The program objectives and services may include, but are not limited to the following:

✓ Prepare small businesses to access capital by assessing current creditworthiness
✓ Help businesses develop action plans to remediate credit challenges
✓ Leverage resources with several technical assistance providers as well as financial institutions
✓ Work with business owners to fine tune business plans and financial projections
✓ Prepare small businesses to access capital by assessing current creditworthiness
✓ Implement and monitor third-party small business loan fund
✓ Assist business owners and entrepreneurs to find financing that fits their needs and aligns with the financial institution’s lending objectives
✓ Assist businesses with the County’s Small Business Loan Program *(up to $75,000 - [Loan Program Website]*)

Mark.Stewart@mecknc.gov | Program Website

Fred.Atiemo@mecknc.gov | Program Website
Polls and Q&A

1. Do you have a capability statement?
   - Yes
   - Yes, and I will send to MWSBE@mecknc.gov
   - No
   - No, but I will be working on one now!

2. Will you take steps to be proactive in building a diverse project team (inclusive of MWBE subcontractors/suppliers)?
   - Yes
   - Yes, but I need assistance
   - Unsure
   - No

3. If you are not certified, will you seek MWBE certification after today’s session?
   - Yes
   - Yes, but I need assistance
   - Unsure
   - No

4. My company would like to receive business supportive services and resources [business development (ex: business plan, etc.), financial management assistance (ex: cashflow, loan, credit coaching, etc.), capacity building (certification navigation, etc.)]
   - Yes
   - No

5. Have you met with anyone from the Office of Economic Development (including MWSBE Program Team)?
   - Yes
   - Yes, and I will be setting up another meeting soon
   - No
   - No, but I will be setting up a meeting soon

If you have questions in relation to the Stream projects, please add them to the chat box or raise your hand so that we can open your microphone...
Next Steps

- **Check-In**: Mecklenburg County is putting a consistent pipeline of greenway and stream construction projects out to bid through 2023, averaging $10 million dollars per quarter.

- **Complete**: Complete your vendor registration with Mecklenburg County and the State of NC [www.meckprocure.com | www.ips.state.nc.us]
  *Receive notifications to learn about bid opportunities when advertised*

- **Verify**: Verify that your business is eligible for MWSDBE Certification and GET CERTIFIED

- **Build**: When forming construction teams, create an outreach strategy, seek and build a connection, and increase MWSBE participation

- **Visit**: Regularly visit the MWSBE Program website to keep up with Mecklenburg County’s Projects-At-A-Glance

- **Schedule**: Schedule an introduction or check-in meeting with Mecklenburg County’s Office of Economic Development / MWSBE Program

- **Begin**: Begin working on your capability statement and schedule a meeting for review/feedback mwsbe@mecknc.gov

- **Continue**: Continue to Engage: -Build Relationships; -Seek Opportunities; -Strengthen Capacity; -Share Your Resources

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**Contact Us!**
**Email:** MWSBE@mecknc.gov
**Website:** www.mecknc.gov/edo/mwsbe

**Schedule a Meeting:**
- introduction meeting
- follow-up/touch point meeting
Mecklenburg County
Greenway and Stream Construction

GREENWAY DESIGN + CONSTRUCTION

Jennifer Brooks
Project Manager
Asset and Facility Management
AFM.RFQ@mecknc.gov

STREAM RESTORATION

Crystal Goode
Lead Project Manager
Charlotte-Mecklenburg Stormwater Services
Crystal.Goode@mecknc.gov

MWSBE PROGRAM

Malaya Abed
Compliance Officer
Office of Economic Development
mwsbe@mecknc.gov