



Bridging the Connection Event Q&A

TUESDAY, MARCH 16, 2021

Hampton Procurement—Lin Whitley

- **QUESTION - Does Veteran Owned fall into the category of Minority Owned as well?**
ANSWER - (Service Disabled) Veterans is not in the same category as Minority, it is its own designation (<https://www.sbsd.virginia.gov/certification-division/>)
- **QUESTION -** Where are quotes or solicitations being released to notify vendors from these Cities? (i.e. There are vendors registered eVA and on demand portals, but it does not mean all the opportunities that are placed there from these Cities.)
ANSWER -
 - www.hampton.gov/bids
 - eva.virginia.gov
 - Daily Press (Over 30K)

Norfolk Procurement—Krystyna Owen

- **QUESTION -** Could there be one central location that all bids are delivered or uploaded for solicitation such as EVA, especially when you consider the collaboration between these two cities and the other remaining 7 cities?
ANSWERS -
 - Being registered as a SWaM/DBE or other similar status vendor. This would drive efficiency.
 - Both Norfolk and Hampton post on eVA, as do many other local governments in Virginia. Can't guarantee that every city does because they're independent.
- **QUESTION - What is the basis you look for with a sole source award?**
ANSWER - There has to be a written determination that no other vendor in marketplace that can deliver services OR that there is no vendor that can practically provide the service.
- **QUESTION – How far back in time can vendors go in the FOIA request?**
ANSWER - Retention period is five years from the contract ending, most contracts have a term of 5 years. A response to FOIA request may require

apayment for printing process and man hours used for the task, if there is a significant effort required to provide the requested documents.

- **QUESTION** - Since we have an on-call contract with the City of Norfolk already, you were saying that I could take that contract to other cities as a “rider contract” and if they have a need they will review and possibly accept as their own?

ANSWERS -

- Possibly, yes. The solicitation or the contract must contain language that states that this contract is a cooperative contract and can be used by other jurisdictions, which allows you to reuse/piggyback riders.
 - If you want to make life MUCH easier for us small firms, please default to eVA I think this is a vendor’s comment, not part of our response.
 - Having multiple portals and emails from every procurement dept in the state of md is a nightmare. I think this is a vendor’s comment, not part of our response.
- **QUESTION** - Regarding quantity and quality and operating in a Digital Transformation model. I think all agencies have a goal is to eliminate the risk of failure, having a solution scalable for the future, or greater benefit to the end-user/stakeholder. Decreasing the value between technology, people and data decrease scalability and useability over time. Why are most bids lowest price technically acceptable, oppose to best value especially when it comes to the business process enhancement and technology opportunities?

ANSWERS -

- Procurement regulations allow governmental entities to select whether a particular procurement will be awarded based on a lowest price or an overall best value. For example, most of technology software will be awarded based on best value while widgets may be awarded based on lowest price.
 - Filling the needs of the city in totality may supersede the price differential.
- **QUESTION** - Do rider contracts work between departments within the same City?
- ANSWER-**
- Rider contracts are meant to be used by different units of government. Within the same organization, departments may use other department’s contracts upon completing required internal procedures.

- **QUESTION** - What was the tab you mentioned in eVA where you can solicit other businesses to partner with you?

ANSWER - B2B tab (Business to Business)

- QUESTION** - Do all of the department post to the online portals for their requirements they handle at below \$10K?

ANSWER - Hampton—no, only formal solicitations over \$30k. Smaller purchases are done by the department who reach outs to collect quotes. Departments find vendors, to include SWAM/DBE vendors and solicit quotations. City of Norfolk – any purchase of total value of \$15k or higher. Smaller purchases are done by departments who reach out to vendors to obtain quotes.
- QUESTION** - You mentioned if you receive two bids – one from a minority owned business and one from a non-minority owned business. I am referring to the Dick's Sporting Goods example. Dick's bids \$20 and minority owned business bids \$22. I believe you said you would take the lowest bid from Dick's, even though that business is not a minority owned business? Please explain this example again. Thanks.

ANSWER -
City of Hampton requires one SWAM quote to assist them in doing business with the City, however Virginia law requires that we award to the lowest bidder (responsible and responsive).
- QUESTION** - What's the best way to register for smaller bids under 30k?

ANSWER -
Those purchases are done by departments who reach out directly to vendors to obtain quotes. Make contact with departments that use your services, otherwise they won't know to contact you once they have a need.

St. Paul's Transformation Project & Hampton Aquatic Center and Splash Park

- QUESTION** - Who is the marketing contact for the splash park?

ANSWER -
Yes, the marketing department through their website, where the contacts should be listed. (mary@hamptoncvb.com - Mary Fugere)
- QUESTION** - With the different contracts when do you anticipate contractors like janitorial services be available?

ANSWER - Perhaps, we will know a little later down the line (Hampton)

HRBT – Malcolm Kates

- QUESTION** - Will you be looking for Janitorial Services For the HRBT?

ANSWER – The project does have janitorial needs that have been awarded to DBE and SWaM vendors. However, interested janitorial firms are still welcome to reach out in case other opportunities comes up.

- **QUESTION** - Are there upcoming civil engineering design or construction engineering inspection Opportunities?
ANSWER – While the majority of project design is completed and the QA and QC contracts are awarded, there may be future CEI opportunities and interested firms and individuals are welcome to reach out to HRCP.
- **QUESTION** - Is there still opportunities for DBE/SWaM engineering consulting firms to participate in the project? Items such as contractor staff augmentation, QA/QC inspection, materials testing, DBE program oversight, training, compliance, documenting and reporting, and outreach.
ANSWER – In design build projects like the HRBT Expansion, unanticipated needs arise very frequently, and firms interested in these scopes should reach out to HRCP to make sure they are provided the opportunity to bid if these scopes become available now and in the future.
- **QUESTION** - Are there opportunities for medical services?
ANSWER – HRCP is currently finalizing a contract with a local SWaM firm for this scope. However, please contact HRCP in case future needs arise.
- **QUESTION** - who do I talk with about water splash project as far as the janitorial services?
ANSWER – Please contact Malcolm Kates, HRCP Compliance Manager at mkates@hrcpjv.com

Wednesday, March 17, 2021

Aleea Slappy Wilson

- **QUESTION** - What was Aleea's position or title?
ANSWER - Diversity, Equity & Inclusion Officer & LGBTQ Liaison

Nina Britton

- **QUESTION** - Has the pandemic affected the typical turnaround time for applications?
ANSWER - No, it hasn't. They have continued to work in the same pace and able to review applications a little bit quicker.
- **Question** - What steps may an existing DBE firm follow to pursue having SBSD foster relationships with primes on our behalf?

ANSWER - Go to conferences, introduce yourself and have conversations.

- **Question** - Are any of these programs, services, opportunities open to small nonprofits?
Thank you.

ANSWER - We do not have an actual training. We encourage you to attend pre bid conferences and networking events to meet face to face with prime contractors. Continue to work on capability statements and marketing your business.

Angela Barber

- **QUESTION** - Does the business need to be SWaM certify to attend the workshop?

ANSWER - No, businesses do not need to be SWaM certified to attend.

- **QUESTION** - If a firm is an 8a certified or EDWOSB certified. would the firm be eligible to be certified as a DBE?

ANSWER – Federal Certifications are recognized as part of the SWaM/DBE certification process with proper documentation, however, are not pre-qualifiers for eligibility... You would have to meet the qualifications for the DBE Certification before applying.

- **QUESTION** - Do you offer trainings to foster relationships with prime contractors, if you are a subcontractor?

ANSWER - We do not have trainings; however, you should attend pre bid conferences and networking events to meet face to face with prime contractors. Continue to work on capability statements and marketing your business.

Kim Brewer

No questions

Cecelia F. Cotton

No questions

Darren L. Brown

- **QUESTION** - Sorry, but is \$10K only for DBEs whose home state is Virginia, and/or for DBEs that are under contract with VDOT?

ANSWER - You have to be DBE certified to be eligible for these funds.

Josh Etemadi and Edin Zukanovic

- **QUESTION** - Are any of the bid, performance, and payment bonds for AE projects?
ANSWER - Not much need for it recently. If you are an AE most likely you are not going to run into bonding. But if you are a design firm and get asked to GC a design/build project, its possible you'll need to provide a bond then. However, most AE firms are just stamping the designs that will then be managed by a GC.
- **QUESTION** - Does the Business Corp credit even matters?
ANSWER - Yes, the business corporate credit matters, but for small and emerging firms, its unfair to judge on business credit alone. Most small business owners have very little business credit to begin with, so the bond company will look at both business and personal credit to make an underwriting decision.
- **QUESTION** - Do you issue bonds for companies outside of Virginia?
ANSWER - Yes. Confirmed!

Synethia White

- **QUESTION** - What is required for a SBA 504 loan? I have excellent personal credit and a business account but no business credit. I own several properties out right. Can I get a ballon loan under this program?
ANSWER - Not sure if they could qualify for that specific loan. You would need to sit down with a banker and give him/her a little more information to determine what the best product would be.
- **QUESTION** - Will a business owner for just a year do they qualify for any business line of credit or any business?
ANSWERS-
 - It depends on what they are looking for. It's not a cookie cutter program. It depends on the business and its needs.
 - You have already a relationship with a bank and they send you a line of credit to apply for would you advise them to apply for the business line of credit with them.

- **QUESTION** - For a janitorial business what is the best business loan available for their business?

ANSWER - Any loan would be great, but a line of credit would be a good place to start.