



NC STATE UNIVERSITY WOLF WORKS

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-Wesley M. Coble Architect & Planner

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Message from Kevin MacNaughton

Over the course of the last six years, we have witnessed a dramatic shift in the emphasis placed on participation of historically underutilized businesses (HUB) in the NC State construction program. It was brought on in large part by the interest raised from the passage of the 2000 Higher Education Bond program and the huge volume of construction activity it sparked. The NC State HUB program has evolved as a true leader in the state. We have the tenacity of some key individuals to thank for that occurrence. Many have served on our HUB Advisory Committee.



Kevin MacNaughton,
Associate Vice Chancellor

Marvin Williams, the NC State HUB Coordinator, continues to challenge both the University and industry at-large to explore innovative ways to overcome obstacles of inclusion for all construction businesses. The results speak for themselves. Yet we are not ready to claim complete success. There is still much to be done and I hope you will join us in being a part of the solution when it comes to providing every capable contractor an entree to participate in our construction activity.

Message from Marvin Williams



Marvin Williams
NCSU HUB Program Manager

Welcome to the first edition of "Wolf Works" a publication by the Historically Underutilized Business Construction program at NC State University. With this publication we plan to keep you informed of current and upcoming activities, design and construction opportunities as well as statistical HUB participation data.

You will be introduced to our HUB advisory Committee and NCSU Staff persons responsible for Design and Construction at NC State University. We are very excited about this publication and the information that will be provided to help you better understand who we are and what we do. Most importantly how we can help you to get involved with the Design and construction activities on this campus. Please feel free to provide feedback as to what you would like to see in future editions.

Please enjoy "Wolf Works"

Current Project Advertisements

North Carolina State University

www.ncsu.edu/facilities/advertisements/index.htm#systems

The University of North Carolina System

www.northcarolina.edu/content.php/vendors/index.htm

19.1% of Contracts awarded for NCSU projects were performed by HUB minority firms (To date, 2006).

HUB Statistics:

NCSU (To Date)

Dollar Amounts and Percentages of Contracts Performed by HUB firms

	Black	Hispanic	Asian-American	American Indian	Non-Minority Female	Socially and Economically Disadvantaged	Total HUB	Project Total
NCSU	\$34,222,852	\$21,067,331	\$1,258,061	\$473,849	\$70,552,028	\$455,814	\$128,039,936	\$670,099,384
	5.1%	3.1%	0.2%	0.1%	10.5%	0.1%	19.1%	

Need help finding us? See map at right



Spotlight: H. Richardson Construction Co.



This issue's featured HUB contractor

H. Richardson Co., Inc. was established in 1982 as a construction surveying company and Civil Contractor licensed in North Carolina and serving clients through North Carolina, South Carolina, and Georgia. Their services have been utilized by municipalities, developers, public agencies, architectural and engineering firms, and the North Carolina Department of Transportation. Their services also include preliminary design studies, cost analysis, construction investigations, and quality control inspections.

They take pride in their technical expertise, integrity, commitment, and competitive rates in completing every project. Their goal is to encourage state and local government, institutions and businesses to utilize the Apprenticeship Program in mentoring to assist those traditionally overlooked regarding the construction trades.

H. Richardson and Company, Incorporated's mentoring includes:

1. Center for Employment Training (CET)
 - Welding
 - Office Technology
 - Concrete Finishing
 - Internship for General Contractor License
 - Supply Clerk
2. Training for Success Program
3. Durham Technical Community College (DTCC)
 - Apprenticeships
4. The Dunsford School
 - Board of Directors

Henry Richardson, President, and H. Richardson & Company, Inc. are committed to the development of local talent. He teaches as an Instructor in Construction surveying, and recently presented to UNC-Chapel Hill at the request of the Small Business Technology Development Center. HRCI provides Construction Trades Training to the next generation of Construction Trade Professionals in conjunction with Azara Builders, General Contractor.



Henry Richardson, H. Richardson Co., Inc.

What do they do? Projects and Services:

- Building Construction, Commercial & Residential
- Utility location, installation, & Supply
- Steel Framing
- Private Public Works
- Highway/Roadway/Trail Construction
- Construction Management
- Engineering Investigations
- Preliminary Design Studies
- Urban Forestry Removal
- Concrete-form and flat work

About the Company...

“We take pride in our technical expertise, integrity, commitment, and competitive rates in completing every project. Our services have been used to solve complex engineering problems with cost effective and code approved solutions. Our management team provides the necessary management oversight to ensure our clients quality service within budget and on schedule. Our customer relations and quality service has been rewarded through continued collaborative efforts and the steady growth of our company.”



H. Richardson and company at work on Schaub Hall.

History of NCSU HUB efforts

NC State University first made its commitment to HUB utilization in July 1999. With the support of **Charles Leffler**, then Associate Vice Chancellor for Facilities, my work plan for the fiscal year 1999-2000 committed us to “increase Historically Underutilized Businesses in informal construction projects” - the first written commitment to what has turned into an exciting and beneficial set of actions for NC State. Since projects less than \$100,000 (what was then an “Informal” project) were the only projects we did not have to have Formal bidding procedures on, we were able to look at the prequalification and encouragement of HUB firms.

This first year we obtained contractor lists from the North Carolina Institute of Minority Economic Development and the North Carolina Department of Administration’s Office of Historically Underutilized Businesses. We determined a baseline for “invitation to bid” by going through two complete years of historic records - 1997-98 was 2.3% and 1998-99 was 3.2%. We set a target for 2000-01 HUB’s invitation to bid at 8%. We incorporated qualified contractors from our lists into our current invited bidders list. In fiscal year 2000-2001, with the assistance of my new Assistant Director, **Ted Devens**, we had an actual HUB invitation ratio of 10.9%, resulting in an overall 22% utilization by dollars. This exceeded the goal by 9% and actual utilization by 120%.

When Senate Bill 914 passed in December 2001, we had the support we needed to affect a change for Formal projects, those now over \$300,000. In March 2002 NC State University demonstrated its commitment to utilizing minority contractors to meet the 10% goal established by the North Carolina General Assembly by being the first university in the UNC system to decide to hire a manager to develop and implement its HUB Construction program. I wrote a job description for the “new position” - which was later accepted by the other Universities - and had the major benefit of obtaining **Marvin Williams** for the position at NC State University.

To better understand what was required to meet the participation goals, the University in the spring of 2002 held (4) meetings with minority design and construction firms, the first on April 11 - which Marvin fondly calls “A night to remember!!!” Construction and design firms openly and honestly stated their frustration with

their past efforts to do work for the NC State and the University system. Surveys completed during those meetings indicated that assistance to contractors was required in the following areas: training, communication, and NC State University’s Good Faith Efforts. Marvin’s responses to these surveys resulted in the following:

TRAINING CLASSES FOR HUB CONTRACTORS:

- Six Seminar Series - Preparing Your Business to Participate on UNC Construction Projects(2003)
- Estimating Seminar - 2-day session Conducted by NCSU Civil Engineering Department. (2003)

- Contractor Business Academy - 16-week

comprehensive business education program designed for HUB Contractors, covering all aspects of operating a successful construction business (2004). Feedback session with graduates (2006)

- Seminar - “Keys to organizing your business” (2006)
- Seminar - “How to prepare change order requests” (2006)

COMMUNICATIONS:

- Numerous meetings with HUB organizations to present NC State University’s HUB Construction program.
- NC State University developed a database of minority contractors and design firms for use by prime contractors seeking subcontractors and lead design firm seeking consultants
- Email list serve utilized by NCSU staff, as well as design and construction professionals, to communicate with like members of that group.

NC STATE UNIVERSITY’S GOOD FAITH EFFORTS:

- Pre-Bid Meeting Attendance - NC State University HUB Manager attends pre-bid meetings to make prime contractors aware of their responsibilities and requirements for soliciting minority contractors.
- Pre-submission design meetings - NC State University HUB manager attends these meetings to emphasize the use of minority design consultants on University projects.
- CM at Risk Managed Projects - Assist CM Managers in identifying and pre-qualifying minority contractors to bid as 1st tier subcontractors



Carol Woodyard
Director, Construction Management

Upcoming Events:

- Advanced Estimating Workshop
- Construction Bonding Workshop

- Plan Review Room - Plans and specifications for projects out to bid are available for review in the NC State plan room
- HUB Program Manager thoroughly reviews all submitted Good Faith Effort documentation.
- Application for New Contractors - Minority construction companies have been added to the informal projects bid list to bid projects less than \$300,000.
- Project Identification - Identified informal projects for solicitation of bids from HUB contractors.
- Open Ended Service Agreements for Designers (OESAD) - Minority design firms have been added to this list to provide design services.

HUB goals.

In summary, as of July 2006, NC State University in the category of total contracts awarded to African American contractors vis-à-vis the total amount of construction dollars spent ranks 6th in the UNC system and first among historically white universities. North Carolina State University's African American participation rate was 5.1% (UNC System average—3.4%). Additionally, NC State University's Hispanic participation rate was 3.1% (UNC System average—2.5%). The overall minority participation rate at NC State University was 19.1%, which exceeds the 10% goal.

For all of you who have made this effort successful and highly enjoyable, thank you.

Carol Woodyard
 Director - Construction Management
 Facilities Division
 NC State University.

Last, but by far not least, we established our HUB Advisory Committee on May 14, 2002, consisting of design and construction professionals, representatives of HUB organizations, and the NC State HUB committee. The purpose of the committee has been to provide advice and counsel, and evaluate the progress of the NC State HUB Construction program. All members through the years have made a major commitment of time and effort to assist NC State in accomplishing, and exceeding, our

Did you know....

- No bonding is required on CM at Risk Projects for bid packages less than \$300,000
- You must submit a new prequalification application for each CM at Risk Project
- You are required to renew certification with the DOA/HUB office yearly



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If you are interested in strengthening your business, listed below is information about companies interested in helping minority, women and small businesses to grow their business.

Self-Help
 301 West Main Street
 Durham, NC 27701
 (919) 956-4683
www.self-help.org

Raleigh Business & Technology Center
 900 South Wilmington Street, Ste. 119
 Raleigh, NC 27601
 (919) 836-8618
www.raleighbtc.com/

Surety Solutions LLC.
 9129 Belleau Trail
 Fort Washington, MD 20744
 1-888-325-5970
www.suretysolutions-llc.com