

City of Los Angeles
Contractor Development and Bonding Program
Responses to RFP Questions

Q. Does this program require a take-over provision in the bonds issued in the unlikely event that a contractor can't complete the project that they have been awarded?

A. Specific performance/payment bond language is determined by the Program Member Agency.

Q. What are the qualifying metrics used for this program?

A. Contractor is a small, local, MBE/WBE Prime or Subcontractor and is looking to bid on a Program Member Agency contract that is less than \$5 million in value.

Q. What defines a successful program?

A. Continued increase of active contractor participants in the program that ultimately results in contractors bidding on Member Agency contracts.

Q. How many contractors are currently in the program?

A. Currently the Program has 213 active contractor participants. The overall program database has more than 2200 contractors who have participated in some form of services or another.

Q. How many are currently seeking surety, per job & aggregate limits?

A. Contractor participants are not tracked on this specific basis as most participants are seeking to become "bond /pre- qualified", or seeking some other form of technical assistance as needed to participate on Program sponsored contract opportunities.

Q. In the last three years of the program, how many have received a surety line and how many have had their line increased?

A. 85 contractor participants have received a new or increased surety line of credit or had their bond capacity increased.

- Q. How many annual hours of class room education for the small business's?
- A. ***Contractors are provided education and training in various forms and forums including the Contractor Training Academy, and workshops, and outreach events which generally include an educational subject, the collection of these amount to an estimated 648 number of hours annually.***
- Q. How many firms are not in the construction industry and are seeking other than surety, if any?
- A. ***The Program provides technical assistance and support other than surety at various times for varying needs, these participants are not tracked separate from construction contractors.***
- Q. How many events, pre bid meetings, conferences and networking events were held on an annual basis, for the last three years.
- A. ***2016 – 88; 2017 -81; 2018 – 79 through September***
- Q. Do you have an estimate of future pre-bid meetings, conferences and or networking events for the next three years?
- A. ***Given the scale of activities within both the City of L.A., Metro and L.A. County it is not possible to estimate this information***
- Q. How many outreach efforts took place in Program Years 2017, 2018, and program year-to-date 2019?
- A. ***See Above***
- Q. How many contractors enrolled in The Program during the 2017, 2018, and 2019-to-date Program Years?
- A. ***2017 – 60, 2018 – 134***
- Q. How many counseling/technical assistance man-hours were expended in Program Years 2017, 2018, and year-to-date 2019?
- A. ***2017 – 5,552, 2018 – 10,283***

Q. How many contractors were counseled in Program Years 2017, 2018, and year-to-date 2019?

A. 2017 - 789, 2018 - 1,557

Q. How many bid bonds were issued in Program Years 2017, 2018, and year-to-date 2019?

A. 2017 - 8, 2018 - 9

Q. How many performance and payment bonds were issued in Program Years 2017, 2018, and year-to-date 2019?

A. 2017 - 5, 2018 - 8

Q. Of the performance and payment bonds that were issued, how many required collateral support in Program Years 2017, 2018, and year-to-date 2019?

A. 2017 - 4, 2018 - 5

Q. What were the gross contract values secured by the performance and payments for Program Years 2017, 2018, and year-to-date 2019?

A. 2017 - \$15,546,218, 2018 - \$11,531,414

Q. How many bonds (bid, performance, or payment) were issued on contracts or subcontracts for The City of Los Angeles? The Department of Water and Power? Los Angeles World Airports? Port of Los Angeles? LA Metro?

A. Totals since inception - City of Los Angeles - 190, Metro - 1 (1 year in program).

Q. The current program's collateral component is supported by Program Member Agencies. Would that support be available to the successful Broker on the 2019-2022 RCDBAP?

A. Yes.

Q. How many contractors used the current program's financial assistance for CPA services?

A. 2017 - 4, 2018 - 4

Q. In the event of a team or JV proposal, may we submit 3 references for each member or Joint venturer?

A. Yes

Q. What was this contract's value in Program Years 2017, 2018, and year-to-date 2019?

A. 2017 - \$1,654,052 plus 3rd party fees, 2018 - \$2,482,538 plus 3rd party fees.

Q. Are there minimum and maximum numbers of outreach efforts required for the 2020, 2021, and 2022 Program Years? If yes, please advise.

A. ***Outreach efforts are very important to the overall success of the program. However, there are no set minimum or maximum number of outreach efforts.***

Q. Which Program Member agencies have inclusion goals? How is the performance of this contract connected to those goals?

A. ***All participating Program Member agencies have participation goals for small local business/contractors. The Program serves to support these goals.***

Q. In the event a Broker Proposer already serves a portfolio of diverse contractor clients and earns commissions on those clients' bond business; and introduces those clients to the Program and the contract opportunities available with its Program Member Agencies, please explain how Paragraph 7. Fee will be applied.

A. ***This program is for contractors looking to bid on Member Agency contracts and are experiencing difficulty in obtaining the required performance/payment bonds. No other sources of compensation***

(including straight or contingent commissions) for services provided under this RFP are allowable.