



METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

January 18, 2018

Tsianina Lohmann
Mack Props
230 Governors Way
Brentwood, TN 37027

Re: **RFQ # 1024663, Operation of Sports Facilities**

Dear Ms. Lohmann:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ # 1024663 for Operation of Sports Facilities. This letter hereby notifies you of Metro's intent to award to Mack Props (Cane Ridge Location), contingent upon successful contract negotiations.

Depending on the file sizes, the responses to the procurement solicitation and supporting award documentation can be made available either by email, CD for pickup, or in person for inspection. If you desire to receive or review the documentation or have any questions, please contact Sandra Walker by email at sandra.walker@nashville.gov Monday through Friday between 8:30am and 3:30pm.

If the Procurement Nondiscrimination Program requirements were a part of this solicitation, the awardee must forward a signed copy of the "Letter of Intent to Perform as Subcontractor/Subconsultant/Supplier/Joint Venture" for any minority/women-owned business enterprises included in the response to the Business Assistance Office within two business days from this notification. Should you have any questions concerning this requirement, please contact Tina Burt, BAO Representative, at (615) 880-2783 or at tina.burt@nashville.gov.

Thank you for participating in Metro's competitive procurement process.

Sincerely,

A handwritten signature in blue ink that reads "Michelle A. Hernandez Lane".

Michelle A. Hernandez Lane
Purchasing Agent

Cc: Solicitation File
Other Offerors

Pursuant to M.C.L. 4.36.010 Authority to resolve protested solicitations and awards.

A. Right to Protest. Any actual or prospective bidder, offeror or contractor who is aggrieved in connection with the solicitation or award of a contract may protest to the Purchasing Agent. The protest shall be submitted in writing within ten (10) days after such aggrieved person knows or should have known of the facts giving rise thereto.

RFQ # 1024663-Operation of Sports Facilities (Cane Ridge)

Offeror	Mack Props LLC.	Mid State Sports Leagues	USA Softball
Cost Criteria (40 Points)	35.50	15.44	2.52
Experience and Qualifications (30 Points)	25.00	28.00	10.00
Project Approach and Process (30 Points)	25.00	30.00	0.00
Total Evaluation Scores (100 Points)	85.50	73.44	12.52

Evaluation Comments

Mack Props LLC

Strengths - Firm has substantial knowledge of services related to the project; Detailed history and background; Firm has over ten years of experience in sports management and facility maintenance; Experience on similar projects; Detailed implementation plan; Metro assistance is not required for coordinating sporting events.

Weaknesses - Failed to provide an organizational chart; Failed to provide owner contact information; Organizational structure lacked detail; Resumes of key individuals were not attached; Business plan lacked specific detail.

Mid State Sports Leagues

Strengths - Firm has over seven years of experience in sports management and facility maintenance; Experience on similar projects; Clearly defined team organizational structure and responsibilities; Detailed organizational chart; Detailed resumes on key individuals; Detailed experience on projects of similar size and scope; Outstanding implementation plan; Good business plan; Metro assistance is not required for coordinating sporting events.

Weaknesses - Firms history and background lacked detail; Failed to provide owner contact information.

USA Softball

Strengths - Firm has over ten years of experience in sports management and facility maintenance.

Weaknesses – Failed to demonstrate firm’s knowledge on the provision of services related to the project; Failed to provide organizational structure; Failed to provide an organizational chart; Resumes of key individuals were not attached; Failed to provide three projects of similar size and scope; Failed to provide owner contact information; Failed to provide how the requirements and provisions of the scope of this project would be implemented; Failed to provide a business plan; Failed to provide detail on staffing or logistical requirements needed from Metro in coordination of sporting events and Failed to identify any potential risks.

Solicitation Title & Number		RFP Max Cost Points Available for Cost Component
Operation of Sports Facilities, RFQ #1024663 Facility: Cane Ridge Cost Component: Annual Dollar Commitment for Improvements to the Facility		25
Offeror's Name	Total Bid Amount	RFP Cost Points
MACK PROPS LLC	\$2,896,500.00	25.00
Mid State Sports Leagues	\$216,100.00	1.87
USA Softball	\$12,500.00	0.11
Note:		

Solicitation Title & Number		RFP Max Cost Points Available for Cost Component
Operation of Sports Facilities, RFQ #1024663 Facility: Cane Ridge Cost Component: Dollar Amount City Receives Annually		10
Offeror's Name	Total Bid Amount	RFP Cost Points
MACK PROPS LLC	\$35,000.00	10.00
Mid State Sports Leagues	\$30,000.00	8.57
USA Softball	\$3,200.00	0.91
Note:		

Solicitation Title & Number		RFP Max Cost Points Available for Cost Component
Operation of Sports Facilities, RFQ #1024663 Facility: Cane Ridge Cost Component: Amount Contributed to Metro Parks from Sponsorship		5
Offeror's Name	Total Bid Amount	RFP Cost Points
MACK PROPS LLC	\$500.00	0.50
Mid State Sports Leagues	\$5,000.00	5.00
USA Softball	\$1,500.00	1.50

Note:		

Solicitation Title & Number	RFP Total Cost Points Available
Operation of Sports Facilities, RFQ #1024663 Facility: Cane Ridge TOTAL COST SCORES	40
Offeror's Name	RFP Cost Points
MACK PROPS LLC	35.50
Mid State Sports Leagues	15.44
USA Softball	2.52
Note:	

PNP Compliance Results Form

Department Name: Parks

RFP/ITB Number: 1024663

Operation of Sports Facilities (Cane Ridge)

Primary Contractor	PNP Compliant (Yes/No)	
Mack Props LLC/Next Level Instructional Baseball, LLC	Yes	Proposer is compliant with the Procurement Nondiscrimination Program requirements having reached out to three certified MWBE firms: MEPR Agency (MBE) - Accepted-0.01%, Lovell Communications (WBE) - Declined and Mutual Contractors LLC (WBE) - Declined.

*Denotes Contractor with whom follow up was required

Date: 01/03/2018

Metro Buyer: Sandra Walker

BAO Rep: Tina R. Burt

BAO SBE Assessment Sheet

BAO Specialist: Tina R. Burt
 Contract Specialist: Sandra Walker
 Date: 01/03/2018

Department Name: Parks
 RFP/ITB Number: 1024663

Project Name: Operation of Sports Facilities (Cane Ridge)

Primary Contractor*	Prime Bid Amount	Total Offered SBE (\$)	SBEs approved?	Total Approved SBE (\$)	SBE (%)	Comments
Mack Props LLC	\$2,932,000	\$1,052,500	Yes	\$1,052,500	36%	SBE/SDV Plan: Mack Props, LLC is an approved SBE firm and acknowledged the 15% SBE/SDV participation expectation over the life of the project as required by the solicitation. Prime proposed SBE/SDV firm TFC Inc for the performance of the work and 22% of the work will be self performed.

*For ITBs, only apparent low bidder will be listed.