



## METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

September 26, 2018

Jonathon Holmes  
Messer Construction Co.  
230 Great Circle Road, Suite 218  
Nashville, TN 37228

Re: **RFQ # 1033820, Construction Manager to Provide Design and Construction Services for New Fire Stations 32 and 37**

Dear Mr. Holmes:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ # 1033820 for Construction Manager to Provide Design and Construction Services for New Fire Stations 32 and 37. This letter hereby notifies you of Metro's intent to award to Messer Construction Co., contingent upon successful contract negotiations. Please provide a certificate of Insurance indicating all applicable coverages within 15 business days of the receipt of this letter.

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.

Additionally the awardee will be required to submit evidence of participation of and contractor's payment to all Small, Minority, and Women Owned Businesses participation in any resultant contract. This evidence shall be submitted monthly and include copies of subcontracts or purchase orders, the Prime Contractor's Application for Payment, or invoices, and cancelled checks or other supporting payment documents. Should you have any questions concerning this requirement, please contact Tina Burt, BAO Representative, at (615) 880-2783 or at [tina.burt@nashville.gov](mailto:tina.burt@nashville.gov).

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 Brad Wall by email at [brad.wall@nashville.gov](mailto:brad.wall@nashville.gov) Monday through Friday between 8:30am and 3:30pm.

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

Sincerely,

A handwritten signature in blue ink, reading "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.

Procurement Division

730 Second Avenue South, Suite 112  
P.O. Box 196300  
Nashville, Tennessee 37219-6300

[www.Nashville.gov](http://www.Nashville.gov)  
Phone: 615-862-6180  
Fax: 615-862-6179

RFQ # 1033820 - Construction Manager to Provide Design and Construction Services for New Fire Stations 32 and 37			
Evaluation Team Score Sheet			
Offeror	American Constructors, Inc	Doster Construction	Messer Construction Co
Contract Acceptance	Accepted	Accepted	Accepted
Experience and Qualifications (50 Points)	45	38	49
General Management Plan (30 Points)	27	28	30
Capacity to Perform (15 Points)	9	11	14
SBE/SDV Plan (5 Points)	3.25	3.5	4.75
Total Evaluation Scores - Round 1	84.25	80.5	97.75
Project Approach (50 Points)	45	47	48
Cost (50 Points)	50	48.39	49.59
Total Evaluation Scores - Round 2	95	95.39	97.59
Total Evaluation Scores (Rounds 1-2)	179.25	175.89	195.34

American Constructors Inc
<p><b>Strengths-</b> The firm provided a detailed overview. The firm provided detailed resumes and a detailed project organization chart identifying the key individuals and subcontractors that will be utilized in providing the management and services defined in the scope of work. The firm provided detailed information identifying at least one (1) LEED Accredited Professional and a detailed description of the LEED Certified Project that was completed. The firm provided a detailed description of their background, qualifications, and experience necessary to complete the scope of work. The firm provided a detailed list of at least five (5) completed projects of similar size, scope, and complexity. The firm provided a detailed general management plan. The firm provided a detailed Gantt Chart illustrating the project schedule. The firm expressed commitment to SBE/SDV participation. The firm identified outreach methods and mentoring of SBE/SDV. The firm provided a detailed description of their process for incorporating Metro's input as it relates to the floor plans; specifically, they describe the length of time necessary to construct certain areas. The firm provided a detailed description of their approach to communicating with Metro when issues arise to ensure the project remains on schedule.</p> <p><b>Weaknesses-</b> The firm failed to provide specific details regarding the original bid and final construction costs for their reference projects. The identification of risk associated with this project lacked detail. The identification of key activities and/or challenges directly related to this type of project lacked detail. The firm's policies and/or approach for ensuring that this project will be environmentally friendly lacked detail. The firm's description of how work for Metro would be prioritized given their current workload lacked detail. The firm lacked specific details regarding major construction and/or design projects that the firm and team currently have in progress. (Bellevue Community Center and Ice Facility Design Build) The firm failed to provide information on SBE/SDV participation on past projects. Details lacking regarding prompt payment and identification of potential SBE/SDV subcontractors. The firm failed to provide a Gantt chart for each fire station separately as requested. The firm's approach to completing this project in accordance with the scope of work and the proposed project schedule lacked detail. The firm's description of their ability to construct multiple facilities at once of similar size, scope, and complexity lacked detail.</p>

### Doster Construction

**Strengths-** The firm provided a detailed overview. The firm provided detailed information identifying at least one (1) LEED Accredited Professional and a detailed description of the LEED Certified Project that was completed. The firm provided detailed resumes and a detailed project organization chart identifying the key individuals and subcontractors that will be utilized in providing the management and services defined in the scope of work. The firm provided a detailed general management plan. The firm's identification of risk associated with this project was detailed. The firm's identification of key activities and/or challenges directly related to this type of project was detailed (Communication with Metro Building/Codes). The firm's policies and/or approach for ensuring that this project will be environmentally friendly were detailed. The firm and the team provided a detailed description of how to achieve the required outcomes, along with their unique insight and creative measures to successfully complete the projects on time and on budget. The firm provided a detailed description of how work for Metro would be prioritized given their current workload. The firm provided a detailed description regarding their major construction and/or design projects that the firm and team currently have in progress. The firm provided detailed information regarding their strategic approach and methodologies to ensure maximum participation of SBE/SDV firms. The firm provided a detailed Gantt chart listing each fire station separately. The firm provided a detailed description of their approach to completing this project in accordance with the scope of work and the proposed project schedule. The firm provided a detailed description of their approach to communicating with Metro when issues arise to ensure the project remains on schedule.

**Weaknesses-** The firm lacked experience with the design and construction services of Fire Stations. The firm's list of at least five (5) completed projects was not of similar scope. The firm's description of how to eliminate risk associated with this project lacked detail. The firm proposed the longest project schedule duration in the Gantt Chart in comparison to the other firms. The firm failed to provide information on SBE/SDV participation on past projects. The firm's identification of potential SBE/SDV subcontractors lacked detail. The firm's approach to building both fire stations, along with information on how the construction of the fire stations would continue throughout the duration of the contract was not project specific and lacked detail. The firm's description of their process for incorporating Metro's input as it relates to the floor plans lacked detail.

### Messer Construction Co

**Strengths-** The overall proposal was detailed and project specific. The firm provided a detailed overview. The firm provided detailed resumes and a detailed project organization chart identifying the key individuals and subcontractors that will be utilized in providing the management and services defined in the scope of work. The firm provided detailed information identifying at least one (1) LEED Accredited Professional and a detailed description of the LEED Certified Project that was completed. The firm provided a detailed description of their background, qualifications, and experience necessary to complete the scope of work. The firm provided a detailed list of at least five (5) completed projects of similar size, scope, and complexity. The firm provided a detailed general management plan. The firm's identification of risk associated with this project and their plan to mitigate those risks was detailed. The firm's identification of key activities and/or challenges directly related to this type of project was detailed (Possibility of new sidewalks, slope of proposed building pad, and creek at the Hermitage Site). The firm's policies and/or approach for ensuring that this project will be environmentally friendly were detailed. The firm and the team provided a detailed description of how to achieve the required outcomes, along with their unique insight and creative measures to successfully complete the projects on time and on budget. The firm provided a detailed description of how work for Metro would be prioritized given their current workload. The firm provided a detailed description regarding their major construction and/or design projects that the firm and team currently have in progress. The firm expressed a commitment to SBE/SDV participation, provided detailed information on past performance of the utilization of SBE/SDV's, monitoring and reporting of SBE/SDV participation, and identified potential SBE/SDV subcontractors. The firm provided a detailed Gantt chart listing each fire station separately. The firm provided a detailed approach to building both fire stations, along with detailed information on how the construction of the fire stations would continue throughout the duration of the contract. The firm provided a detailed description of their approach to completing this project in accordance with the scope of work and the proposed project schedule. The firm provided a detailed description of their ability to construct multiple facilities at once of similar size, scope, and complexity. The firm provided a detailed description of their approach to communicating with Metro when issues arise to ensure the project remains on schedule.

**Weaknesses-** The firm failed to address the demolition phase on the Gantt Chart at the Bellevue Fire Station. The firm's description of their process for incorporating Metro's input as it relates to the floor plans lacked detail.

Enter Solicitation Title & Number Below		
Construction Manager to Provide Design and Construction Services for New Fire Stations 32 and 37; RFQ# 1033820	Min. SBE/SDV Requirement	Total Cost Points
	20.0%	50
Offeror's Name	Bids	RFP Cost Points
American Constructors, Inc.	\$16,917,690.68	50.00
Doster Construction	\$17,479,831.41	48.39
Messer Construction Co.	\$17,058,662.59	49.59

## PNP Compliance Results Form

**Department Name: Finance - General Services**

**RFP/ITB Number: 1033820**

**Construction Manager to Provide Design and Construction Services for New Fire Stations**

<b>Primary Contractor</b>	<b>PNP Compliant (Yes/No)</b>	
<b>Messer Construction Co.</b>	<b>Yes</b>	Proposer is compliant with the Procurement Nondiscrimination Program requirements having reached out to three certified MWBE firms: Long Engineering Inc., (WBE) - Declined, Powell Architecture (WBE) - Declined, and L. I. Smith & Associates (WBE) - Declined.

\*Denotes Contractor with whom follow up was required

**Date: 07/18/2018**

**Metro Buyer: Brad Wall**

**BAO Rep: Tina Burt**

## BAO SBE Assessment Sheet

**BAO Specialist: Tina Burt**

**Contract Specialist: Brad Wall**

**Date: 07/18/2018**

**Department Name: General Services**

**RFP/ITB Number:1033820**

**Project Name: Construction Manager to Provide Design and Construction Services for New Fire Stations**

Primary Contractor	SBE/SDV Requirement Acknowledged?	Comments
Messer Construction Co.	Yes	SBE/SDV Plan: Prime acknowledged the 20% participation of SBE/SDV over life of the project as required by the solicitation.