



METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

November 20, 2018

Benjamin Smith
Southern Word, Inc. (aka Youth Speaks Nashville)
1704 Charlotte Ave.
Nashville, TN 37203

Re: **RFQ # 1044671, Service Corps for Opportunity NOW**

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ # 1044671 for Service Corps for Opportunity NOW. This letter hereby notifies you of Metro's intent to award to Southern Word, Inc. (aka Youth Speaks Nashville), 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 Jeremy Frye, BAO Representative, at 615-862-6638 or at jeremy.frye@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 Scott Ghee by email at scott.ghee@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
Phone: 615-862-6180
Fax: 615-862-6179

Award Justification for RFQ 1044671 - Service Corps for Opportunity Now

	Cumberland River Compact, Inc.	Southern Word, Inc. (aka Youth Speaks Nashville)	Ifathom Inc.	Ejo Ventures
Capacity to Perform (50 points)	42	50	50	25
Proposed Project Summary and Sample Work Plan (50 points)	38	50	45	30
Total	80	100	95	55

Cumberland River Compact, Inc.

Strengths – Firm provided their organizational flexibility related to physical space. Firm demonstrated awareness around the particular issues that arise with an increased number of young people in the facilities. Firm provided past experience coaching the youth population in their community.

Weaknesses - Proposed project summary and sample work plan lacked specific detail. Firm failed to provide past experience with implementing programs utilizing the Principles of Positive Youth Development adopted through the Nashville Youth Coalition. Firm failed to provide past experience with programs seeking positive employment outcomes for youth. Firm's experience implementing project-based learning activities lacked specific detail.

Southern Word, Inc. (aka Youth Speaks Nashville)

Strengths – Firm provided a description of the targeted communities. Firm demonstrated extensive past history with community-based recruiting and supporting young people ages 14-16 for program participation. Firm provided details about their available transportation. Firm provided information on their proposed projects, staffing and program supports for the coming spring semester. Firm provided budget details outlining specific ServiceCorps costs. Firm provided an example of a time that they successfully handled an expansion in capacity. Firm demonstrated their organizational flexibility related to physical space at their location. Firm demonstrated an awareness around the particular issues that arise with an increased number of young people in the facilities. Firm provided past experience with implementing programs utilizing the Principles of Positive Youth Development adopted through the Nashville Youth Coalition. Firm provided past experience coaching the youth population in their community. Firm provided past experiences with programs seeking positive employment outcomes for the youth. Firm provided experience implementing project-based learning activities.

Weaknesses – N/A

Ifathom Inc.

Strengths – Firm demonstrated extensive past history with community-based recruiting and supporting young people ages 14-16 for program participation. Firm provided details about their available transportation. Firm provided information on their proposed projects, staffing and program supports for the coming spring semester. Firm provided budget details outlining specific ServiceCorps costs. Firm provided an example of a time that they successfully handled an expansion in capacity. Firm demonstrated their organizational flexibility related to physical space at their location. Firm demonstrated an awareness around the particular issues that arise with an increased number of young people in the facilities. Firm provided past experience with implementing programs utilizing the Principles of Positive Youth Development adopted through the Nashville Youth Coalition. Firm provided past experience coaching the youth population in their community. Firm provided past experiences with programs seeking positive employment outcomes for the youth. Firm provided experience implementing project-based learning activities.

Weaknesses – Firms description of the targeted communities lacked specific detail.

Ejo Ventures

Strengths – Firm has extensive past history with community-based recruiting and supporting young people ages 14-16 for program participation. Firm provided details about their available transportation. Firm provided budget details outlining specific ServiceCorps costs.

Weaknesses – Firm failed to provide a description of the targeted communities. Firm failed to provide information relating to staffing and program supports for the coming spring semester. Firm's proposed training was for vocational training and not work. Firm failed to discuss how they have successfully handled an expansion. Firm failed to provide past experience with implementing programs utilizing the Principles of Positive Youth Development adopted through the Nashville Youth Coalition. The proposal was not clear how Ejo Ventures and Knowledge Academy will be working together.

PNP Compliance Results From

Department Name: NCAC
 RFP/ITB Number: RFQ #1044671
 Project Name: Service Corps for Opportunity NOW

Primary Contractor	PNP Compliant (Yes/No)	Determination Comments/% of Participation Proposed or Bid
Southern Word	Yes	Proposer is compliant with the Procurement Nondiscrimination Program requirements having reached out to three certified MWBE firms: High Fidelity WBE , Northcutt & Associates WBE. , and SOHO Sector II MBE were all declined.
Cumberland River Compact	Yes	Proposer is compliant with the Procurement Nondiscrimination Program requirements having reached out to three certified MWBE firms: Ashworth Environmental Design WBE , Hawkins Partners WBE , and Beard Property Maintenance MBE were all declined.
Ifathom Inc	Yes	Proposer is compliant with the Procurement Nondiscrimination Program requirements having reached out to three certified MWBE firms: Healthy Grub MBE , Falcon Press, LLC WBE , and Goldner Associates WBE were all declined.

Date: 11/19/2018
 Metro Buyer: Scott Ghee
 BAO Rep: Jeremy Frye