



METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

May 13, 2020

Tony Southerland
Southerland Services, LLC
PO Box 295
Rockvale, TN 37153

Re: **RFQ# 47056, Molloy Street Sanitary Sewer Replacement**

Dear Mr. Southerland:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ# 47056, Molloy Street Sanitary Sewer Replacement. This letter hereby notifies you of Metro's intent to award to **Southerland Services, LLC**, 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 Equal Business Opportunity (EBO) 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 **Cierra Rowe**, BAO Representative, at Cierra.rowe@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 Buyer **Marissa Conklin** by email at Marissa.conklin@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 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.

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

Enter Solicitation Title & Number Below						
Molloy Street Sanitary Sewer Replacement RFQ# 47056	Min. SBE/SDV Participation	Incentive Percentage	Incentive Calculator	Lowest Bid	MACP	Winning Bid
	0.0%	12.50%	87.50%	\$303,035	\$340,914	\$311,529
Offeror's Name	Bids	SBE	Participation Requirement	Participation Incentive	Incentive Evaluation Amount	Status of ITB Award
Jarrett Builders, Inc.	\$ 333,541.00	\$37,600.00	\$0	\$32,900	\$300,641	Evaluated
L & G Construction Co, Inc	\$ 303,035.00	\$0.00	\$0	\$0	\$303,035	Evaluated
Middle Tennessee Infrastructure, Inc	\$ 312,210.00	\$312,210.00	\$0	\$273,184	\$39,026	Evaluated
SBW Constructors, LLC	\$ 356,418.00	\$356,418.00	\$0	\$0	\$356,418	Exceeds MACP
Southerland Services, LLC	\$311,529.00	\$311,529.00	\$0	\$272,588	\$38,941	Awarded

BAO Small Business Assessment Sheet

BAO Specialist: Cierra Rowe
Contract Specialist: Marissa Conklin
Date: 5/1/2020

Department Name: Public Works
RFP/ITB Number: 47056
Project Name: Molloy Street Sanitary Sewer Replacement

Primary Contractor*	Prime Bid Amount	Total Proposed SBE (\$)	SBE Subs approved?	SBE (%)	Comments
Southerland Construction, LLC	\$311,529.00	\$311,529.00	Yes	100%	The prime is approved SBE and will self-perform 74.24% of the work and will utilize SBEs BAC Paving at 21.78% (\$67,850) and EM Protective Services, LLC at 3.97% (\$12,375).



Statement of M/WBE Utilization

Proposer's/Firm's Name: Southerland Construction, LLC	Proposer's Phone #: 615-631-7539
Solicitation Title: Molloy Street Sanitary Sewer Replacement	Proposer's Email Address: southerland.construction.llc40@gmail.com
Solicitation #: 47056	Amount Self-performed: \$243,679
Proposer's/Firm's Ownership: Non-M/WBE	Total Bid Amount: \$311,529
Proposed EBO Goal (%): <u>0</u> MBE% <u>→</u> WBE%	EBO Goal Met? (Y/N) NO

The following MWBE* subcontractor(s)/supplier(s) will be utilized for the performance of this project:

	MBE/WBE Firm Name	MBE/WBE Firm Address	Phone/E-Mail	Certificate		Code # UNSPS/NAICS	Description of Work	MBE/WBE Dollars (\$)	Percent of Total Contract
				Type (MBE or WBE)	* MBE/WBE Group Type *				
1	BAC Paving, Inc.	PO Box 7, Hermitage, TN	615-394-5288	WBE	5		Pavement Repair	\$67,850.00	19.44%
2				Select	Select				
3				Select	Select				
4				Select	Select				
5				Select	Select				
6				Select	Select				
7				Select	Select				

I am the duly authorized representative and certify the facts and representations contained in this form and supporting documents are true and correct.

Authorized Representative (Printed Name/Title/Signature) Gregory M. Wallace	Date 04/17/2020
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*Note: MWBE is defined as business enterprise maintaining a significant business presence in the Program Area & performing a commercial useful function that is owned by one or more of the following: (1) African Americans (2) Native Americans, (3) Hispanic Americans, (4) Asian Americans, and (5) Women.

Has Prime Complied with EBO Goal? NO	For Internal Office Use ONLY	If No, Good Faith Efforts Met? YES
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BAO Representative: Cierra Rowe

Date: 05/01/20

Total MBE Subcontracting	<u>0</u> %	\$ <u>0</u>
Total WBE Subcontracting	<u>21.78</u> %	\$ <u>67,850</u>
Total MBE/WBE Participation:	<u>21.78</u> %	\$ <u>67,850</u>

METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY M/WBE GOOD FAITH EFFORTS
SUMMARY SHEETS

THIS DOCUMENT MUST BE ACCURATELY COMPLETED, SIGNED AND SUBMITTED
(Due With The Bid Submission, If Applicable)

Project Name and # [if applicable]: Molloy Street Sanitary Sewer Replacement		Project Description: Sanitary Sewer Install	
Company Name: Southerland Construction, LLC	Date Submitted: 04/22/2020	Total Contract Value: \$349,029.00	
Address: 4365 Rocky Glade Rd., Eagleville, TN		Federal Tax ID# 45-5201410	
Contact Person: Greg Wallace		Email: southerland.construction.ll40@gmail.com	Phone #: 615-631-7539

GOOD FAITH EFFORTS SUMMARY SHEET CHECKLIST

#	Bidder Action(s)	Yes	No	Pass/Fail
1.	Written Notice to available and certified MWBEs: The written notices contain: <ul style="list-style-type: none"> I. Sufficient information about the plans, specifications, and terms & conditions of the solicitation; II. A contact person knowledgeable with the project documents available to answer questions about the condition of the contract; III. Information regarding the Bidder's bonding requirements; and IV. The deadline for submission of price quotations. 	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Pass

For each MBE/WBE firm contacted, list the name(s) and all information requested below related to the above project. If additional space is required, this form may be duplicated.

Company Name/ Address/Contact Person/Phone/Email	Type of Business	Type of Work/ Service(s) Solicited	How Business was contacted (i.e. email, phone, letter, etc.?)	Response to Solicitation (i.e. will submit bid, no response, not interested)	Bid/Quote Amount	Company Selected
JR Construction, LLC	Concrete	Concrete	Email and Phone	No Response	\$0.00	No
BAC Paving, Inc.	Paving	Paving	Email and Phone	Quote	\$67,850.00	Yes
Kathy Freeman Trucking	Trucking	Hauling	Email	No Response	\$0.00	No

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2.	Identification of M/WBE Subcontracting Work: Selected portions of the work to be performed by MBE/WBEs in order to increase the likelihood that the MBE/WBE goals will be achieved. This includes, where appropriate, breaking out contract work items into economically feasible units to facilitate MBE/WBE participation.	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Pass

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3.	Solicitations, Written Notices, etc.: Solicited, through all reasonable and available means to include, but not limited to the following examples: attendance at pre-offer meetings, accessed https://www.nashville.gov/Finance/Procurement/Business-Assistance-Office/SMWBE-Lists-and-Forms.aspx or https://nashville.diversitycompliance.com/ , advertised and/or provided written notices to MBE/WBEs who have the capability to perform the work of the contract.	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Pass

For each MBE/WBE firm contacted, list the name(s) and all information requested below related to the above project. If additional space is required, this form may be duplicated.

Company Name/Address/ Contact Person/ Phone/Email	Type of Business	Type of Work/ Service(s) Solicited	How Business was contacted (i.e. email, phone, letter, etc.?)	Response to Solicitation (i.e. will submit bid, no response, not interested)	Bid/Quote Amount	Company Selected (Write Yes or NO)
BAC Paving, Inc.	Paving	Paving	phone and email	Quote	\$67,850.00	Yes

METROPOLITIAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY M/WBE GOOD FAITH EFFORTS
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It is hereby certified that the above firms were contacted and offered an opportunity to respond on the above project. We further certify that the above statements are a true account of all firms' responses to our solicitation. Copies of all bids and/or quotes will be made available upon request.

Signature: _____ Print Name: Gregory M. Wallace Title: PM / Estimator

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4.	Evidence of Justifiable Bid Rejection: If participation of specific MBE/WBEs was considered, the bidder did not reject MBE/WBEs as being unqualified without sound reasons based on a thorough investigation of their capabilities.	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Pass

For each MBE/WBE firm contacted, list the name(s) and all information requested below related to the above project. If additional space is required, this form may be duplicated.

Company Name/Address/Contact Person/Phone Number/Email	If Bid(s) Rejected...why?	Provide detailed information.
JR Construction, LLC / 4957 Drakes Branch Road, Nashville, TN 37218 / Tyrone Robertson / 615-876-2247	No Bid	No Call Back
Kathy Freeman Trucking / N/A / Kathy Freeman / freemantrucking@aol.com	No Bid	No Call Back

It is hereby certified that the above firms were contacted and offered an opportunity to respond on the above project. We further certify that the above statements are a true account of all firms' responses to our solicitation. Copies of all bids and/or quotes will be made available upon request.

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5.	Non-discrimination: Providing a non-discriminatory work site. Maintaining a work environment free of harassment, intimidation and coercion at all construction sites, offices and other facilities at which the Bidder's employees are assigned to work. The Bidder shall specifically ensure that all labor supervisors, superintendents, and other on-site supervisory personnel are aware of and carry out the Bidder's obligation to maintain a non-discriminatory work environment.	<input type="checkbox"/>	<input checked="" type="checkbox"/>	Fail

Training Provided	Dates of Training

Signature: _____ Print Name: Gregory M. Wallace Title: PM / Estimator

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6.	Assistance: Bonding/Lines of Credit/Insurance Made efforts to assist interested MBE/WBE/SDVEs in obtaining bonding, lines of credit, or insurance as required by METROPOLITIAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY or the contractor.	<input type="checkbox"/>	<input checked="" type="checkbox"/>	N/A

For each MBE/WBE firm contacted, list the name(s) and all information requested below related to the above project. If additional space is required, this form may be duplicated.

Company Name/Address/Contact Person/Phone Number/Email	Type of Assistance Provided

Signature: _____ Print Name: Gregory M. Wallace Title: PM / Estimator

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7.	Meeting Invitations: Evidence MBE/WBE firms were invited to informational meetings.	<input type="checkbox"/>	<input checked="" type="checkbox"/>	Pass

For each MBE/WBE firm contacted, list the name(s) and all information requested below related to the above project. If additional space is required, this form may be duplicated.

Company Name/Address/Contact Person/Phone Number/Email	Description of Meeting Notices for M/WBEs	Date M/WBEs Attended, as applicable

It is hereby certified that the above firms were contacted and offered an opportunity to respond on the above project. We further certify that the above statements are a true account of all firms' responses to our solicitation. Copies of all bids and/or quotes will be made available upon request.

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8.	Community and Other Organizational Services Support: Effectively used the services of community organizations, contractors' groups, local, state and federal business assistance offices, and other organizations as allowed on a case-by-case basis to provide assistance in the recruitment and placement of MBE/WBE advertisements.	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Pass

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