

JOHN COOPER, MAYOR

DEPARTMENT OF FINANCE

**METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY**

August 4, 2020

Steve Jobe  
Walker Building Group  
2817 West End Avenue # 126-256  
Nashville, TN 37203

Re: **RFQ 42018 Stormwater Construction/Re-Construction Projects**

Dear Mr. Jobe:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ **42018 Stormwater Construction/Re-Construction Projects**. This letter hereby notifies you of Metro's intent to award to **Walker Building Group**, 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 **Evans Cline**, BAO Representative, at **615 862-6137** or at [evans.cline@nashville.gov](mailto:evans.cline@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 **Christina Alexander** by email at [christina.alexander@nashville.gov](mailto:christina.alexander@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 cursive script 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](http://www.Nashville.gov)  
Phone: 615-862-6180  
Fax: 615-862-6179

Solicitation Title & Number			RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
Stormwater Construction/Re-Construction Projects; RFQ# 42018			28	7	35
Offeror's Name	Total Bid Amount	SBE/SDV Participation Amount	RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
Sessions Paving Co	\$7,513,918.00	\$465,075.00	20.96	0.43	21.40
Civil Constructors LLC	\$5,625,913.00	\$846,102.00	28.00	0.79	28.79
Walker Building Group	\$5,984,752.00	\$695,543.00	26.32	0.65	26.97
SBW Constructors LLC	\$6,026,701.00	\$5,638,625.00	26.14	5.27	31.41
Garney Companies Inc.	\$6,379,089.09	\$1,323,793.00	24.69	1.24	25.93
Grade A Construction LLC	\$7,199,504.99	\$160,000.00	21.88	0.15	22.03
Kiewit Infrastructure South Co.	\$7,295,586.75	\$1,645,832.00	21.59	1.54	23.13
JSJ Construction LLC	\$7,487,780.00	\$7,487,760.00	21.04	7.00	28.04

## RFQ# 42018 Stormwater Construction/Re-Construction Projects Evaluation Committee Score Sheet

Offeror	Sessions Paving Co.	Civil Construction LLC	Walker Building Group	SBW Constructors LLC	Garney Companies Inc.	Grade A Construction LLC	Kiewit Infrastructure South Co.	JSJ Construction LLC
Contract Acceptance	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Cost (35 Points)	21.40	28.79	26.97	31.41	25.93	22.03	23.13	28.04
Firm Experience & Qualifications (20 Points)	15.00	18.00	20.00	18.00	20.00	15.00	20.00	16.00
Business Plan/ Approach/Capacity (20 Points)	10.00	15.00	19.00	15.00	19.00	15.00	18.00	14.00
Past Project Experience (25 Points)	13.00	19.00	25.00	25.00	23.00	8.00	22.00	18.00
<b>Total Evaluation Scores</b>	<b>59.40</b>	<b>80.79</b>	<b>90.97</b>	<b>89.41</b>	<b>87.93</b>	<b>60.03</b>	<b>83.13</b>	<b>76.04</b>

### Evaluation Comments

Sessions Paving Co.
<b>Strengths</b>
Firm's proposal provided all minimally required information with the exception of weaknesses noted below.
<b>Weaknesses</b>
Firm's proposal failed to identify Stormwater experience, Stormwater experience listed was performed by subcontractor(s). Firm's Organizational Chart was unclear and lacked detail. Firm's proposal lacked detail on percentage of time to be devoted for this project. Firm's proposed Business Plan lacked detail for interacting/communicating with the public. Firm's proposal failed to include workload of subcontractors and proposed team members. Firm's proposal failed to address major tasks and subtasks as requested. Firm's past experience lacked detail, failed to provide final project cost and original schedules. Firm's proposal failed to identify past Stormwater project experience. Firm's past projects lacked similar complexity of scope of work in this solicitation.

### Civil Construction LLC

#### Strengths

Firm's proposal demonstrated strong Stormwater experience. Firm's proposal provided detailed qualifications and demonstrated firm's understanding of scope of work for this solicitation. Firm's proposal demonstrated a detailed communications plan. Firm's proposal demonstrated a detailed service quality plan. Firm's proposal provided all other required information with the exception of weaknesses noted below.

#### Weaknesses

Firm's proposal lacked detail in identifying key individuals. Firm's proposal lacked detail on percentage of time to be devoted for this project. Firm's proposal failed to provide current workload and upcoming workload. Firm's proposal failed to provide Organization Structure. Firm's proposal failed to provide Owner information for past projects. Firm's proposal lacked detail for general descriptions on past projects. Firm's past projects lacked similar complexity of scope of work in this solicitation.

### Walker Building Group

#### Strengths

Firm's proposal demonstrated detailed history and strong experience with Metro and Stormwater projects. Firm's proposal identified key individuals to include percentage of time to be devoted to Metro. Firm's proposal provided detailed Stormwater projects that included Capital projects and routine Stormwater projects. Firm's proposal provided all other required information with the exception of weaknesses noted below.

#### Weaknesses

Firm's proposal lacked detail for managing workload for scope of work in this solicitation.

### SBW Constructors LLC

#### Strengths

Firm's proposal demonstrated experience with Stormwater projects and understanding of Metro Stormwater requirements. Firm's proposal demonstrated experience with projects of similar size, scope and complexity. Firm's proposal provided all other required information with the exception of weaknesses noted below.

#### Weaknesses

Firm's proposal did not follow submission format as requested. Firm's proposal lacked detail on Organizational Structure. Firm's proposal was unclear for percentage of time key individuals would devote to Metro. Firm's proposal lacked detail for workload. Firm's proposal lacked detail for communications plan as it relates to public outreach. Firm's proposal lacked detail for quality service plan.

### Garney Companies Inc.

#### Strengths

Firm's proposal demonstrated a detailed communications plan for Metro and the public. Firm's proposal demonstrated Firm's Stormwater project experience. Firm's proposal identified a detailed list of major construction projects. Firm's proposal demonstrated Firm's ability and capacity to perform scope of work for this solicitation. Firm's proposal provided all other required information with the exception of weaknesses noted below.

#### Weaknesses

Firm's proposal was unclear for percentage of time key individuals would devote to Metro. Firm's past projects lacked similar complexity of scope of work in this solicitation.

### Grade A Construction LLC

#### Strengths

Firm's proposal provided all minimally required information with the exception of weaknesses noted below.

#### Weaknesses

Firm's proposal failed to demonstrate Stormwater experience for key individuals. Firm's Organizational Chart lacked detail. Firm's proposal failed to demonstrate capacity to perform scope of work for this solicitation. Firm's proposal provided responses unrelated to Stormwater projects. Firm's proposal lacked detail for business plan and failed to demonstrate understanding of Metro's Stormwater programs. Firm's proposal lacked information for past projects, failed to provide project owners, completion dates, duration, original schedules and scope of work. Firm's past projects lacked similar complexity of scope of work in this solicitation.

### Kiewit Infrastructure South Co.

#### Strengths

Firm's proposal demonstrated in detail Firm's qualifications and experience in Stormwater projects. Firm's proposal provided a detailed communications plan. Firm's proposal provided all other required information with the exception of weaknesses noted below.

#### Weaknesses

Firm's business plan lacked detail for ensuring successful project completion for scope of work in this solicitation. Firm's proposal lacked detail for past project experience. Firm's past projects lacked similar complexity of scope of work in this solicitation.

JSJ Construction LLC	
Strengths	
Firm's proposal provided all minimally required information with the exception of weaknesses noted below.	
Weaknesses	
Firm's proposal failed to demonstrate Firm's Stormwater experience, all provided experience was for subcontractor(s). Firm's proposal failed to demonstrate Firm's capacity to perform scope of work in this solicitation. Firm's Organizational Chart lacked detail. Firm's project approach lacked detail. Firm's communications plan lacked detail. Firm's workload management lacked detail. Firm's proposal lacked detail for past projects description of work completed. Firm's past projects lacked similar complexity of scope of work in this solicitation.	

## BAO SBE Assessment Sheet

**BAO Specialist:** Cline, Evans

**Contract Specialist:** Alexander, Christina

6/1/2020

**Department Name:** Metro Water Services

**RFP/ITB Number:** 42018

**Project Name:** Stormwater Construction/Reconstruction Projects

Primary Contractor*	Prime Bid Amount	Total Proposed SBE (\$)	SBE Subs approved?	SBE (%)	Comments
Walker Building Group, LLC	\$5,984,752.00	\$695,543.00	Yes	11.7	Walker Building Group is not a Metro-approved SBE and has proposed Metro-approved SBEs JR Construction Tennessee, Inc. @ 4.1%, BAC Paving Co., Inc. @ 6.9% and Raven Security and Traffic Control LLC @ 0.7%.



Statement of M/WBE Utilization

Proposer's/Firm's Name: Walker Buinding Group, LLC		Proposer's Phone #: 615-852-7095	
Solicitation Title: Stormwater Construction/Reconstruction Projects		Proposer's Email Address: estimate@walkerbuildinggroup.com	
Solicitation #: 42018		Amount Self-performed : \$4,825,601	
Proposer's/Firm's Ownership: Non-M/WBE		Total Bid Amount: \$5,984,752	
Proposed EBO Goal (%): 4.10 MBE% 9.10 WBE%		EBO Goal Met? (Y/N) YES	

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

				Certificate					
MBE/WBE Firm Name		MBE/WBE Firm Address	Phone/E-Mail	Type (MBE or WBE)	* MBE/WBE Group Type *	Code # UNSPS/NAICS	Description of Work	MBE/WBE Dollars (\$)	Percent of Total Contract
1	JR Construction Tennessee Inc	4957 Drakes Branch Road Nashville, TN 37128	615 876-2247/ jrconcrete@aol.com	MBE	1	72101703	Concrete curbs, ramps and ditches	\$244,850	4.09%
2	BAC Paving Co., Inc.	P.O. Box 7, Hermitage, TN 37076	615-394-5288/bacpavinginc@com	WBE	5	72131701	Paving, Striping, Mlsc	\$410,693	6.86%
3	Jen-Hill Construction Materials	145 Old Shackle Island Rd Hendersonville, TN 37075	615 8229460/trey@jenhill.com	WBE	5	30000000	Supply various materials	\$93,458	1.56%
4	Raven Security and Traffic Control, LLC	45 Business Park Drive, Lebanon, TN 37210	615-630-3475/tonya@raventrafficllc.com	WBE	5	46170000	Traffic Control	40,000.00	0.67%
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)	Date
Walker G. Bloodworth, Principal Officer	05/06/2020
Walker G. Bloodworth	

\*Note: MWBE is defined as business enterprise maintaining a significant business prescience 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?	YES	For Internal Office Use ONLY	BAO Only
		If No, Good Faith Efforts Met?	

BAO Representative: Evans Cline

Date: 06/01/20

Total MBE Subcontracting	4.09	%	\$ 244850
Total WBE Subcontracting	9.09	%	\$ 544151
Total MBE/WBE Participation:	13.18	%	\$ 789001



## Certificate Of Completion

Envelope Id: 47752990F07C4DE78DD03C599DD3C295	Status: Completed
Subject: Please DocuSign: Intent to Award RFQ 42018 Stormwater	
Source Envelope:	
Document Pages: 8	Signatures: 1
Certificate Pages: 1	Initials: 0
AutoNav: Enabled	Envelope Originator:
Envelopeld Stamping: Enabled	Procurement Resource Group
Time Zone: (UTC-06:00) Central Time (US & Canada)	730 2nd Ave. South 1st Floor
	Nashville, TN 37219
	prg@nashville.gov
	IP Address: 170.190.198.185

## Record Tracking

Status: Original	Holder: Procurement Resource Group	Location: DocuSign
8/4/2020 3:17:21 PM	prg@nashville.gov	

## Signer Events

Signature	Timestamp
Michelle A. Hernandez Lane michelle.lane@nashville.gov Chief Procurement Officer/Purchasing Agent Metro Security Level: Email, Account Authentication (None)	Sent: 8/4/2020 3:23:57 PM Viewed: 8/5/2020 2:09:45 PM Signed: 8/5/2020 2:09:52 PM
Signature Adoption: Pre-selected Style Using IP Address: 170.190.198.185	

**Electronic Record and Signature Disclosure:**  
Not Offered via DocuSign

## In Person Signer Events

Signature	Timestamp
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## Editor Delivery Events

Status	Timestamp
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## Agent Delivery Events

Status	Timestamp
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## Intermediary Delivery Events

Status	Timestamp
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## Certified Delivery Events

Status	Timestamp
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## Carbon Copy Events

Christina Alexander christina.alexander@nashville.gov Security Level: Email, Account Authentication (None)	<b>COPIED</b>	Sent: 8/5/2020 2:09:53 PM Viewed: 8/5/2020 3:03:40 PM
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**Electronic Record and Signature Disclosure:**  
Not Offered via DocuSign

## Witness Events

Signature	Timestamp
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## Notary Events

Signature	Timestamp
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## Envelope Summary Events

Status	Timestamps
Envelope Sent	8/5/2020 2:09:53 PM
Certified Delivered	8/5/2020 2:09:53 PM
Signing Complete	8/5/2020 2:09:53 PM
Completed	8/5/2020 2:09:53 PM

## Payment Events

Status	Timestamps
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