

JOHN COOPER, MAYOR

DEPARTMENT OF FINANCE

**METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY**

July 30, 2020

Derek Martin
American Constructors
2900 Vanderbilt Place
Nashville TN 37212

Re: **RFQ 54078 Mill Ridge and Ravenwood Regional Park Construction**

Dear Mr. Martin:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above **RFQ 54078 Mill Ridge and Ravenwood Regional Park Construction**. This letter hereby notifies you of Metro's intent to award to **American Constructors**, 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.

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 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
Phone: 615-862-6180
Fax: 615-862-6179

| Solicitation Title & Number | | | RFP Cost Points | RFP SBE/SDV Points | Total Cost Points |
|--|------------------|------------------------------|-----------------|--------------------|-------------------|
| RFQ 54078 Mill Ridge & Ravenwood Park Construction | | | 28 | 7 | 35 |
| Offeror's Name | Total Bid Amount | SBE/SDV Participation Amount | RFP Cost Points | RFP SBE/SDV Points | Total Cost Points |
| Dowdle Construction Group | \$18,382,690.62 | \$5,156,417.00 | 24.00 | 7.00 | 31.00 |
| American Constructors | \$15,756,593.55 | \$1,054,203.00 | 32.00 | 1.43 | 33.43 |

RFQ# 54078 Mill Ridge and Ravenwood Park Construction Evaluation Team Score Sheet

| Offeror | American Constructors | Dowdle Construction |
|-------------------------------------|-----------------------|---------------------|
| Contract Acceptance (Yes/No) | Yes | Yes |
| Cost (35) | 33.43 | 31.00 |
| Project Approach & Methodology (25) | 23.00 | 22.00 |
| Experience on Similar Projects (20) | 20.00 | 16.00 |
| Team Qualifications (20) | 16.00 | 19.00 |
| Total Evaluation Scores | 92.43 | 88.00 |

Evaluation Comments

| American Constructors |
|--|
| Strengths |
| Firm's proposal demonstrated firm's understanding of scope of work for projects. Proposal demonstrated reference projects of similar size, scope and complexity. Firm's proposal demonstrated firm's qualification's and ability to accomplish the required outcome of scope of work for this solicitation. Firm's proposal demonstrated and provided all other required information with the exception of the weaknesses noted below. |
| Weaknesses |
| Firm failed to provide required executive summary. Firm's proposal lacked detail for warranty coverage, as stated does not meet Metro's required coverage. Firm's proposal suggested unusual timing of project trades, to include seasonal tasks. Firm's proposal failed to demonstrate communications plan for playground equipment vendors. Firm's proposal failed to include subcontractors information under team qualification. |

Dowdle Construction

Strengths

Firm's proposal identified proposed team members. Firm's provided reference projects were on time and under budget. Firm provided detailed organizational chart. Firm's proposal demonstrated and provided all other required information with the exception of the weaknesses noted below.

Weaknesses

Firm's proposed project length was longer than Metro anticipated. Firm's proposal suggested unusual timing of project trades, to include seasonal tasks. Firm's proposed risk management lacked detail. Firm's proposal lacked detail for communications plan for playground equipment vendors. Firm's proposal lacked detail for communications plan for TDOT. Firm's provided reference projects were not of similar size, scope or complexity of scope of work for this solicitation. Firm failed to provide resumes for key professionals for this project.

BAO SBE Assessment Sheet

BAO Specialist: Cline, Evans

Contract Specialist: Alexander, Christina

7/22/2020

Department Name: Metro Parks

RFP/ITB Number: 54078

Project Name: Mill Ridge & Ravenwood Park Construction

| Primary Contractor* | Prime Bid Amount | Total Proposed SBE (\$) | SBE Subs approved? | SBE (%) | Comments |
|-----------------------|------------------|-------------------------|--------------------|---------|--|
| American Constructors | \$15,756,593.55 | \$1,054,203.00 | Yes | 7% | American Constructors is not a Metro-approved SBE and has proposed Metro-approved SBEs Big Visual Group at 0.41% and Reed Land and Hardscaping at 6.28%. |



Statement of M/WBE Utilization

| | |
|--|--|
| Proposer's/Firm's Name: American Constructors, Inc. | Proposer's Phone #: 615.329.0123 |
| Solicitation Title: Mill Ridge and Ravenwood Park Construction | Proposer's Email Address: derekm@americanconstructors.us |
| Solicitation #: 54078 | Amount Self-performed : |
| Proposer's/Firm's Ownership: Non-M/WBE | Total Bid Amount: 15,756,593.55 |
| Proposed EBO Goal (%) : 10 MBE% 6 WBE% | EBO Goal Met? (Y/N) Select |

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

| | | | Certificate | * MBE/WBE | Code # | Description of Work | MBE/WBE Dollars (\$) | Percent of Total Contract |
|--------------------------|-------------------------------------|--------------|----------------------|--------------|-------------|---------------------|-------------------------|------------------------------|
| MBE/WBE Firm Name | MBE/WBE Firm Address | Phone/E-Mail | Type (MBE or WBE) | Group Type * | UNSPS/NAICS | | | |
| 1 McInerney & Associates | 2515 Winford Ave Nashville TN 37211 | 615.726.0076 | MBE | 1 | 30170000 | Glazing | 73,748 | 0.47% |
| 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)

Derek Martin, Vice President of Marketing

Date

06/09/2020

*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 | YES |
| | | If No, Good Faith Efforts Met? | |

BAO Representative: Evans Cline

Date: 07/22/20

| | | | |
|------------------------------|------|---|-----------|
| Total MBE Subcontracting | 0.47 | % | \$ 73,748 |
| Total WBE Subcontracting | 0 | % | \$ 0 |
| Total MBE/WBE Participation: | 0.47 | % | \$ 73,748 |

Certificate Of Completion

Envelope Id: 3405DD875AE54BB29DD957C75352B97B

Status: Completed

Subject: Please DocuSign: Intent to Award Letter RFQ 54078

Source Envelope:

Document Pages: 6

Signatures: 1

Envelope Originator:

Certificate Pages: 1

Initials: 0

Procurement Resource Group

AutoNav: Enabled

730 2nd Ave. South 1st Floor

Envelopeld Stamping: Enabled

Nashville, TN 37219

Time Zone: (UTC-06:00) Central Time (US & Canada)

prg@nashville.gov

IP Address: 170.190.198.185

Record Tracking

Status: Original

Holder: Procurement Resource Group

Location: DocuSign

7/30/2020 8:06:16 AM

prg@nashville.gov

Signer Events

Michelle A. Hernandez Lane

michelle.lane@nashville.gov

Chief Procurement Officer/Purchasing Agent
Metro

Security Level: Email, Account Authentication
(None)

Signature

Michelle A. Hernandez Lane

Signature Adoption: Pre-selected Style
Using IP Address: 170.190.198.185

Timestamp

Sent: 7/30/2020 8:12:36 AM

Viewed: 7/30/2020 8:14:54 AM

Signed: 7/30/2020 8:15:51 AM

Electronic Record and Signature Disclosure:

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In Person Signer Events

Signature

Timestamp

Editor Delivery Events

Status

Timestamp

Agent Delivery Events

Status

Timestamp

Intermediary Delivery Events

Status

Timestamp

Certified Delivery Events

Status

Timestamp

Carbon Copy Events

Status

Timestamp

Christina Alexander

christina.alexander@nashville.gov

Security Level: Email, Account Authentication
(None)

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Envelope Summary Events

Status

Timestamps

Envelope Sent

Hashed/Encrypted

7/30/2020 8:15:52 AM

Certified Delivered

Security Checked

7/30/2020 8:15:52 AM

Signing Complete

Security Checked

7/30/2020 8:15:52 AM

Completed

Security Checked

7/30/2020 8:15:52 AM

Payment Events

Status

Timestamps