

JOHN COOPER, MAYOR

DEPARTMENT OF FINANCE

**METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY**

2/2/2021 | 5:08 PM CST

Brandon Rogers
Roy T. Goodwin Contractors, Inc.
1410 3rd Ave N
Nashville, TN 37208

Re: **RFQ# 63178, Sidewalk and Bikeway Repair Services**

Dear Mr. Rogers:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ# 63178, Sidewalk and Bikeway Repair Services. This letter hereby notifies you of Metro's intent to award to **Roy T. Goodwin Contractors, Inc.** 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,

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 63178 Sidewalk and Bikeway Repair Services			28	7	35
Offeror's Name	Total Bid Amount	SBE/SDV Participation Amount	RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
Roy T. Goodwin Contractors, Inc.	\$46,122,620.45	\$33,866,941.16	22.13	7.00	29.13
Grade A Construction, LLC	\$36,454,331.12	\$7,083,935.00	28.00	1.46	29.46

**RFQ 63178 Sidewalk and Bikeway Repairs
Evaluation Committee Score Sheet**

Offeror	Grade A Construction	Roy T. Goodwin Contractors, Inc
Contract Acceptance (Yes/No)	Yes	Yes
Cost (35)	29.58	29.13
Methodology and Approach (15)	11.00	13.00
Qualifications and Experience (40)	37.00	37.00
Assistance to Small Business as Subcontractors and Suppliers (10)	2.65	10.00
Total Evaluation Scores	80.23	89.13

Evaluation Comments

Grade A Construction
Strengths
Detailed workflow, wide variety of projects listed and clients. Well detailed team members roles. One person assigned to safety concerns stood out. In the Methodology section; had good document control, good practices in monitoring and managing construction activities.
Weaknesses
Response time was not specified. The final amount was not listed on projects as requested. Utility capabilities was not listed. Methodology section; not detailed breakdown of team members jobs, schedule and cost for team plan approach was vague not detailed as requested, no mention of aspects of work outside the construction site (public correlation).

Roy T. Goodwin Contractors, Inc
Strengths
Detailed qualifications and experience, detailed Metro projects, Addressed safety and claims and suits, surety. In the Methodology and Approach section, listed how to keep cost down with own dump site and in-depth equipment practices. Produced detailed drawings and sketches.
Weaknesses
No Project manager/contact person listed on jobs as requested. Qualification statement for each person but not a resume as requested. No in-depth process described for approach to maintaining work site records.

BAO SBE Assessment Sheet**BAO Specialist: Cierra Rowe****Contract Specialist: Marissa Conklin****Date: 1/29/2021****Department Name: MWS, Parks and MNPS****RFP/ITB Number: 63178****Project Name: Sidewalk and Bikeway Repair Services**

SBE/SDV				
Primary Contractor	Bid Amount	Requirement Acknowledged?	Total Proposed SBE (\$)	Comments
Roy T. Goodwin Contractors, Inc.	\$46,122,620	Yes	\$33,866,941.16	Proposer acknowledged the 17% SBE/SDV participation expectations over the life of the project as required by the solicitation and consequences of misrepresentation.



Statement of M/WBE Utilization

Proposer's/Firm's Name: Roy T. Goodwin Contractors, Inc.	Proposer's Phone #: 615-242-5448
Solicitation Title: Sidewalk and Bikeway Repair Services	Proposer's Email Address: brogers@rtgcontractors.com
Solicitation #: RFQ#63178	Amount Self-performed : \$8,292,763.53
Proposer's/Firm's Ownership: Non-M/WBE	Total Bid Amount: \$46,122,620.45
Proposed EBO Goal (%): 12 MBE% 7 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 Type (MBE or WBE)	* MBE/WBE Group Type *	Code # UNSPs/NAICS	Description of Work	MBE/WBE Dollars (\$)	Percent of Total Contract
1	Raven Security & Traffic Control, LLC	2618 Locust St, Nashville, TN 37207	tonya@raventrffic.com	WBE	5	461615	Traffic Control	2,310,959.21	5.01%
2	BAC Paving Co, Inc.	4712 Cascade Dr, Old Hickory, TN 37138	615-885-3555	WBE	5	72103301	Asphalt Paving	3,154,810.95	6.84%
3	Ace Contractors, Inc.	1015 Summit Ave, Nashville, TN 37203	615-568-0060	MBE	4	3011	Masonry	705,375.00	1.53%
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)

Alex Lee, Treasurer

Alex Lee

Date

11/16/2020

*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
If No, Good Faith Efforts Met?

YES

BAO Representative: Cierra Rowe

Date: 01/29/21

Total MBE Subcontracting	1.53	%	\$ 705,375.00
Total WBE Subcontracting	11.85	%	\$ 5,465,770.16
Total MBE/WBE Participation:	13.38	%	\$ 6,171,145.16

METROPOLITAN GOVERNMENT OF NASHVILLE - DAVIDSON COUNTY
M/WBE SUBCONTRACTORS GOOD FAITH EFFORTS
SUMMARY SHEET

THIS DOCUMENT MUST BE ACCURATELY COMPLETED, SIGNED AND SUBMITTED WITH THE BID OR PROPOSAL			
(Due with Bid Submission if Applicable)			
Project Name: Sidewalk and Bikeway Repair Services		Project Number: RFQ#63178	
Company Name: Roy T. Goodwin Contractors, Inc.	Date Submitted: 11/16/2020	Total Contract Value: \$46,122,620.45	
Address: 2620 Locust St, Nashville, TN 37207		Federal Tax ID# 62-0857098	
Contact Person: Alex Lee, alee@rtgcontractors.com	Email:	Phone #: 615-242-5448	
GOOD FAITH EFFORTS SUMMARY SHEET			
Number	Bidder Action(s)	BAO Only	
1.	<p>Solicitation and written notice to available and certified MWBEs: Soliciting specific individual MWBEs whose availability as potential sources of goods or services can be reasonably ascertained. This measure includes sending letters or making other personal contacts with specific certified MWBEs including those that the Bidder has contracted with in the past as well as other MWBEs with which the Bidder may be unfamiliar, but whose identities can be ascertained from a directory of certified MWBEs maintained by the BAO.</p> <p>The written notices contain:</p> <ul style="list-style-type: none"> I. Enough information about the plans, specs, and terms & conditions of the solicitation; II. A contact person knowledgeable of the project documents available to answer questions about the condition of the contract; III. Information regarding the Bidder's bonding requirements; IV. The deadline for submission of price quotations. 	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)
Jerry B Young, Jr. Construction, Inc./115 Stumpy Lane, Lebanon, TN 37090/Semone Reeves/615-443-0493/sreeves@jbycinc.com	MBE	Underground Utilities	email & phone	not interested	n/a	NO
CD Steger Construction, Inc./9000 Church St E, Brentwood, TN 37027/Cliff Steger/615-370-7024/cliff@cdscinc.net	MBE	Masonry	email	no response	n/a	NO

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GOOD FAITH EFFORTS SUMMARY SHEET CHECKLIST		
Number	Bidder Action(s)	BAO Only
2.	Meetings: Attended or held informational meetings to update potential subcontractors or vendors of subcontracting or supply opportunities.	Pass

List 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/W/SDVEs	Date M/W/SDVE Attended, if applicable
Jerry B Young, Jr. Construction, Inc./115 Stumpy Lane, Lebanon, TN 37090/Semone Reeves/615-443-0493/sreeves@jbyc	no meeting, we contacted MBE directly	
Sidewalk and Bikeway Repair Service	RFQ#63178	
CD Steger Construction, Inc./9000 Ch	no meeting, we contacted MBE directly	

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Contact Person: Alex Lee, alee@rtgcontractors.com		Email:	
		Phone #: 615-242-5448	

GOOD FAITH EFFORTS SUMMARY SHEET CHECKLIST

Number	Bidder Action(s)	BAO Only
3.	Unbundling. Divided the contract, in accordance with normal industry practice, into small, economically feasible segments that could be performed by MWBEs. Under no circumstances, however, shall a bidder segment work solely for the purpose of utilizing MWBEs as subcontractors where such segmentation is not in accordance with common and accepted industry practices relating to the utilization of other firms as subcontractors.	Pass

What Scope of Project Was Divided?

1. Underground utilities	2. Traffic Control
3. Striping & signage	4. paving
5. tree service & landscaping	6. masonry

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GOOD FAITH EFFORTS SUMMARY SHEET CHECKLIST		
Number	Bidder Action(s)	BAO Only
4.	Rejection: Provided a written explanation for rejection of any potential subcontractor or vendor to the Bidder, including the name of the firm awarded the subcontract or supply agreement.	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.

M/WBE Firm Name/Address/Contact Person/Phone Number/Email	Description of Proposed Work	Reason for Rejection
Jerry B Young, Jr. Construction, Inc./115 Stumpy Lane, Lebanon, TN 37090/Semone Reeves/615-443-0493/sreeves@jbycinc.com	Underground Utilites	not interested
CD Steger Construction, Inc./9000 Church St E, Brentwood, TN 37027/Cliff Steger/615-370-7024/cliff@cdscinc.net	Masonry	no response
Ace Contractors, Inc./1015 Summit Ave, Nashville, TN 37203/Chandan Chaudhuri/615-568-0060/chandanc@gmail.com	Masonry	n/a

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Contact Person: Alex Lee, alex@rtgcontractors.com		Email:	Phone #: 615-242-5448

GOOD FAITH EFFORTS SUMMARY SHEET CHECKLIST

Number	Bidder Action(s)	BAO Only
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.	Pass

For each training, list the type of training and date.

Type of Training	Date of Training
Office Emp. Sexual Harassment/Non Discrimination	07/17/2020
Field Emp. Sexual Harassment/Non Discrimination	04/11/2020
Sexual Harassment/Non Discrimination/Safety	03/08/2019
Sexual Harassment/Non Discrimination/Safety	05/04/2018

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6.	Community and Other Organizational Services Support: Advertising in trade publications of general circulation in the Program Area. The advertisement shall identify and describe the specific subcontracting or other opportunity in reasonable detail.	Fail	

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.

Publication Name	Date of Publication	Please provide copy.
none		

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Number	Bidder Action(s)	BAO Only
7.	Assistance: Bonding/Lines of Credit/Insurance: Providing reasonable assistance to a MWBE in need of equipment, supplies, bonding, letters of credit and/or insurance.	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
n/a	

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Number	Bidder Action(s)	BAO Only
8.	Database Utilization Accessed all reasonable and available means to include, but not limited to the following examples: https://www.nashville.gov/Finance/Procurement/Business-Assistance-Office/SMWBE-Lists-and-Forms.aspx or https://nashville.diversitycompliance.com/	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.

Database Accessed	Date of Access	Results
Nashville.diversitycompliance.com	01/29/21	Used to find current DBE applicants
Nashville.diversitycompliance.com	10/27/2020	Used to find current DBE applicants
Nashville.diversitycompliance.com	9/13/2020	Used on Dodson Chapel Project Bid Solicitations

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9.	Mentor Protégé' Relationship/Technical Assistance: Providing reasonable technical assistance to a MWBEs to ameliorate any deficiencies of technical knowledge or advance skill, where such assistance is undertaken by the Bidder to facilitate the MWBE's successful participation on a project or contract.	N/A

For each MBE/WBE firm assisted, 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	Type of Assistance	If Mentor Protégé' Agreement Reached, Please Provide Copy.
n/a		

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: Alex Lee Print Name: Alex Lee Title: Treasurer