

JOHN COOPER, MAYOR

DEPARTMENT OF FINANCE

**METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY**

2/25/2021 | 5:41 PM CST

Rachelle Reigard
Grade A Construction, LLC
200 A Nonaville Rd
Mount Juliet, TN 37122

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

Dear Mrs. Reigard:

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 **Grade A Construction, LLC** 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 | | SBE/SDV Participation Requirement | RFP Cost Points |
|--|--|---|--------------------|
| RFQ 63178; Sidewalk and Bikeway Repair Services | | 17% | 35 |
| Offeror's Name | | Total Bid Amount | RFP Cost Points |
| Grade A Construction, LLC | | \$36,454,331.12 | 35.00 |
| Roy T. Goodwin Contractors, Inc. | | \$46,122,620.45 | 27.66 |

**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: 2/22/2021

Department Name: MWS, Parks and MNPS

RFP/ITB Number: 63178

Project Name: Sidewalk and Bikeway Repair Services

| | | SBE/SDV Requirement Acknowledged? | Total Proposed SBE (\$) | Comments |
|---------------------------|-----------------|---|----------------------------|--|
| Primary Contractor | Bid Amount | | | |
| Grade A Construction, LLC | \$36,454,331.12 | Yes | \$7,083,935 | 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: Grade A Construction, LLC (WBE)

Proposer's Phone #: 615-444-8133

Solicitation Title: Metro Sidewalk and Bikeway Repair Services

Proposer's Email Address: rachel.reigard@gradeaservices.com

Solicitation #: 63178

Amount Self-performed : 24,949,858

Proposer's Firm's Ownership: WBE

Total Bid Amount: 33,754,010.30

Proposed EBO Goal (%): 12.03 MBE% 8.95 WBE%

EBO Goal Met? (Y/N) YES

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 Traffic Control | Business Park Drive | 615-920-2569 | WBE | 5 | | Traffic Control | 203,685 | .60 |
| 2 | BAC Paving | PO Box 7 | 615-701-2925 | WBE | 5 | | Asphalt | 25,300 | .07 |
| 3 | Pantegon, LLC | PO Box 280825 | 615-712-9174 | MBE | 1 | | Traffic Control | 600,000 | 1.78 |
| 4 | JR Constuction | 4957 Drakes Branch Raod | 615-876-2247 | MBE | 1 | | Concrete | 2,356,700 | 6.98 |
| 5 | Pavement Restorations, Inc. | 10162 Stinson Street | 615-969-9040 | WBE | 5 | | Asphalt & Misc | 2,793,250 | 8.28 |
| 6 | Jerry B Young Construction | 115 Stumpy Lane | 615-433-0493 | MBE | 1 | | Hauling & Misc | 1,105,000 | 3.27 |
| 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)

Rachelle Reigard, President

Rachelle Reigard, President

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?

YES

For Internal Office Use ONLY

If No, Good Faith Efforts Met?

BAO Only

BAO Representative: Cierra Rowe

Date: 02/22/21

| | | | |
|------------------------------|-------|---|---------------|
| Total MBE Subcontracting | 12.03 | % | \$ 4,061,700 |
| Total WBE Subcontracting | 8.95 | % | \$ 3,022,235 |
| Total MBE/WBE Participation: | 94.90 | % | \$ 32,033,793 |