

JOHN COOPER, MAYOR

DEPARTMENT OF FINANCE

**METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY**

10/19/2020 | 6:09 PM CDT

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

**Re: RFQ# 70151, Dodson Chapel Road Sidewalk Improvements**

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# 70151, Dodson Chapel Road Sidewalk Improvements. This letter hereby notifies you of Metro's intent to award to **Grade A Construction, 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](mailto: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** at [Marissa.conklin@nashville.gov](mailto: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](http://www.Nashville.gov)  
Phone: 615-862-6180  
Fax: 615-862-6179

Enter Solicitation Title & Number Below						
Dodson Chapel Road Sidewalk Improvements RFQ# 70151	Min. SBE/SDV Participation	Incentive Percentage	Incentive Calculator	Lowest Bid	MACP	Winning Bid
	0.0%	10.00%	90.00%	\$800,691	\$880,760	\$800,691
Offeror's Name	Bids	SBE	Participation Requirement	Participation Incentive	Incentive Evaluation Amount	Status of ITB Award
Grade A Construction, LLC	\$ 800,690.55	\$46,414.00	\$0	\$41,773	\$758,918	Awarded
Sessions Paving CO	\$ 1,219,434.26	\$259,781.00	\$0	\$0	\$1,219,434	Exceeds MACP

Roy T. Goodwin Contractors, Inc is not minimally responsive to the solicitation therefore deemed non-responsive.

## BAO Small Business Assessment Sheet

**BAO Specialist:** Cierra Rowe

**Contract Specialist:** Marissa Conklin

**Date:** 9/28/2020

**Department Name:** Public Works & Water Services

**RFP/ITB Number:** 70151

**Project Name:** Dodson Chapel Road Sidewalk Replacement

Primary Contractor*	Prime Bid Amount	Total Proposed SBE (\$)	SBE Subs approved?	SBE (%)	Comments
Grade A Construction, LLC	741,380.14	\$46,414	Yes	6.26%	The prime is not an approved SBE and will utilize SBE subcontractor Pantegon, LLC \$46,414/6.26%.



## Statement of M/WBE Utilization

Proposer's/Firm's Name: Grade A Construction, LLC (WBE)	Proposer's Phone #: 615-444-8133
Solicitation Title: Dodson Chapel Road Sidewalk Improvements	Proposer's Email Address: rachelle.reigard@gradeaservices.com
Solicitation #: 70151	Amount Self-performed : 745,526.41
Proposer's/Firm's Ownership: WBE	Total Bid Amount: 800,690.55
Proposed EBO Goal (%): 6.26 MBE% 92.56 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	Pantegon, LLC	PO BOX 280825	615-712-9174	MBE	5		Traffic Control	46,414	6.26
2	Grade A Construction	200 Nonaville Road Mt Juliet, TN 37122	615-444-8133	WBE	5			1,459,859	92.56
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)

**Rachelle Reigard, President**

*Rachelle Reigard, President*

Date

09/17/2020

\*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: 09/28/20

Total MBE Subcontracting	6.26	%	\$ 46,414
Total WBE Subcontracting	0	%	\$ 0
Total MBE/WBE Participation:	98.82	%	\$ 732,630

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

<b>THIS DOCUMENT MUST BE ACCURATELY COMPLETED, SIGNED AND SUBMITTED WITH THE BID OR PROPOSAL</b>			
<b>(Due with Bid Submission if Applicable)</b>			
<b>Project Name:</b> Dodson Chapel Sidewalk Improvements		<b>Project Number:</b> 67453	
<b>Company Name:</b> Grade A Construction	<b>Date Submitted:</b> 09/21/2020	<b>Total Contract Value:</b> 741380.14	
<b>Address:</b> 200 Nonaville Road, Mt Juliet, TN 37122		<b>Federal Tax ID#</b> 46-4286628	
<b>Contact Person:</b> Rachelle Reigard	<b>Email:</b>	<b>Phone #:</b> 615-444-8133	
<b>GOOD FAITH EFFORTS SUMMARY SHEET</b>			
<b>Number</b>	<b>Bidder Action(s)</b>	<b>BAO Only</b>	
1.	<p><b>Solicitation and written notice to available and certified MWBEs:</b> 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"> <li>I. Enough information about the plans, specs, and terms &amp; conditions of the solicitation;</li> <li>II. A contact person knowledgeable of the project documents available to answer questions about the condition of the contract;</li> <li>III. Information regarding the Bidder's bonding requirements;</li> <li>IV. The deadline for submission of price quotations.</li> </ul>	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)
Pantegon Protective Services / PO BOX 280825 / Anthony Davis / 615-712-9174 / adavis@pantegon.com	MBE	Traffic Control	email	bid submitted	\$46,414	YES
Smart Scapes LLC / 832 W. Hillwood Dr, Nashville, TN / David Schmutz / 615-356-0139 / david@landscapesnashville.com	WBE	Landscaping	email and phone	no response		NO

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2.	<b>Meetings:</b> 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
Pantegon Protective Services / PO BOX 280825 / Anthony Davis / 615-712-9174 / adavis@pantegon.com	Email and Phone	09/08/2020
Smart Scapes LLC / 832 W. Hillwood	Email and Phone	09/08/2020
Retaining Walls of TN / PO Box 2476,	Email and Phone	09/09/2020

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3.	<b>Unbundling.</b> 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.	N/A

**What Scope of Project Was Divided?**

1. Traffic Control	2. Retaining Walls
3. Landscaping	4.
5.	6.

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4.	<b>Rejection:</b> 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
Retaining Walls of TN	Retaining Wall	Alternate wall rejected by Metro



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<b>Contact Person:</b> Racelle Keigara		<b>Email:</b>	<b>Phone #:</b> 615-444-8133

## GOOD FAITH EFFORTS SUMMARY SHEET CHECKLIST

Number	Bidder Action(s)	BAO Only
5.	<b>Non-discrimination:</b> 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
Harrassment and Non Discrimination Training	07/14/2020
Harrassment and Non Discrimination Training	01/15/2020
Harrassment and Non Discrimination Training	10/17/2019

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6.	<b>Community and Other Organizational Services Support:</b> 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.	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.

Publication Name	Date of Publication	Please provide copy.
Business Exchange of TN	09/08/2020	

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7.	<b>Assistance: Bonding/Lines of Credit/Insurance:</b> 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
Pantegon Protective Services / PO BOX 280825 / Anthony Davis / 615-712-9174 / adavis@pantegon.com	Not Needed
Smart Scares LLC / 832 W. Hillwood Dr, Nashville, TN / David Schmutz / 615-356-0139 / david@landscapesnashville.com	Not Needed
Retaining Walls of TN / PO Box 2476, Hendersonville, TN 37077 / Ryan Futch / 615-451-0095 / ryan@rwtn.net	Not Needed

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8.	<b>Database Utilization</b> Accessed all reasonable and available means to include, but not limited to the following examples: <a href="https://www.nashville.gov/Finance/Procurement/Business-Assistance-Office/SMWBE-Lists-and-Forms.aspx">https://www.nashville.gov/Finance/Procurement/Business-Assistance-Office/SMWBE-Lists-and-Forms.aspx</a> or <a href="https://nashville.diversitycompliance.com/">https://nashville.diversitycompliance.com/</a>	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
TN Business Diversity Business Directory	09/08/20	Potential Landscaping sub found, sent invitation to bid.

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9.	<b>Mentor Protégé' Relationship/Technical Assistance:</b> 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.	Pass

**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.
ALL	Phone call followups to ensure understanding of project and ability to submit pricing.	

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: Rachelle Reigard Print Name: Rachelle Reigard Title: President