

JOHN COOPER, MAYOR

DEPARTMENT OF FINANCE

**METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY**

1/5/2021 | 1:21 PM CST

Walker Bloodworth
Walker Building Group
2817 West End Ave #126-256
Nashville, TN 37203

Re: RFQ #71145, Roadway Reconstruction

Dear Rachelle Reigard:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ #71145, Roadway Reconstruction. 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.

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 **Jonathan Meadows** by email at jonathan.meadows@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

**RFQ 71145 Roadway Reconstruction
Evaluation Team/Review Board Score Sheet**

| Offeror | Grade A Construction, LLC | Jarrett Builders, Inc | Walker Building Group |
|---|---------------------------|-----------------------|-----------------------|
| Methodology and Approach (30 Points) | 28.00 | 25.00 | 29.00 |
| Qualifications and Experience (40 Points) | 37.00 | 35.00 | 39.00 |
| Cost (30 points) | 30.00 | 20.78 | 27.16 |
| Total Evaluation Scores (100 Points) | 95.00 | 80.78 | 95.16 |

Evaluation Comments

| |
|---|
| Grade A Construction, LLC |
| Strengths |
| Offeror provided detailed team member experience. Provided detailed examples of projects completed of similar scope. Provided strong examples of safety record. |
| Weaknesses |
| Offeror did not clearly define Emergency methods. Examples provided did not include smaller projects similar to scope fo services. Did not include final dollar amounts for examples comparing original proposed cost to final cost. Employee experience was partially applicable. No |

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|---|
| Jarrett Builders, Inc |
| Strengths |
| Provided good examples of emergency work completed. Provided organizaiton chart. Strong description of tree removal process. Provided extensive list of employees and resumes. Provided detailed examples of previous projects. |
| Weaknesses |

Explanations of innovation and cost savings lacked details. Risk mitigation lacked details. Approach to safety lacked details. Resumes were generalized and lacked detail. No acknowledgement of key staff for this project. Subcontractors lacked demonstrated experience in relation to scope of services. Examples provided were not directly related to scope of services requested. Offeror did not provide competitive pricing.

| Walker Building Group | |
|--|--|
| Strengths | |
| Provided strong examples of how Metro projects will be prioritized. Provided strong, relevant projects and explanations. Exhibited strong relationship with subcontractors. Provided detailed resumes for key personnel. | |
| Weaknesses | |
| Description of permit process is vague. Proposal did not state all key personnel assigned to project. Some examples provided were not directly related to scope of services described in the solicitation. | |

| Solicitation Title & Number | SBE/SDV Participation Requirement | RFP Cost Points |
|--------------------------------------|---|--------------------|
| RFQ 71145; Roadway Reconstruction | 15% | 30 |
| Offeror's Name | Total Bid Amount | RFP Cost Points |
| Grade A Construction, LLC | \$16,072,387.98 | 30.00 |
| Walker Building Group | \$17,750,754.33 | 27.16 |
| Jarrett Builders, Inc | \$23,202,159.75 | 20.78 |



Statement of M/WBE Utilization

| | |
|--|--|
| Proposer's/Firm's Name: Walker Building Group, LLC | Proposer's Phone #: 615-852-7095 |
| Solicitation Title: Roadway Reconstruction | Proposer's Email Address: estimate@walkerbuildinggroup.com |
| Solicitation #: 71145 | Amount Self-performed : \$12,748,095.14 |
| Proposer's/Firm's Ownership: Non-M/WBE | Total Bid Amount: \$17,750,754.33 |
| Proposed EBO Goal (%): 8.10 MBE% 14.18 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 | BAC Paving Co., Inc. | | PO Box 7, Hermitage, TN 37076 | 615-885-3555/bacpaving@comcast.net | WBE | 5 | 72131701 | Asphalt Paving and Striping | \$2,518,352.33 | 14.19% |
| 2 | JR Construction Tennessee Inc | | 4957 Drakes Branch Road Nashville, TN 37128 | 615-876-2247/jrconcrete@aol.com | MBE | 1 | 72101703 | Miscellaneous Concrete | \$1,438,282.92 | 8.10% |
| 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) | Date |
| Walker G. Bloodworth, Principal Officer | 10/20/2020 |
| Walker G. Bloodworth | |

*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 | BAO Only |
| | | If No, Good Faith Efforts Met? | |

BAO Representative: Cierra Rowe

Date: 12/18/20

| | | | |
|------------------------------|-------|---|-----------------|
| Total MBE Subcontracting | 14.19 | % | \$ 1,438,282.92 |
| Total WBE Subcontracting | 8.10 | % | \$ 2,518,352.33 |
| Total MBE/WBE Participation: | 22.29 | % | \$ 3,956,635.25 |

BAO Small Business Assessment Sheet

BAO Specialist: Cierra Rowe

Contract Specialist: Jonathan Meadows

Date: 12/18/2020

Department Name: Public Works

RFP/ITB Number: 71145

Project Name: Roadway Reconstruction

| Primary Contractor* | Prime Bid Amount | Total Proposed SBE (\$) | SBE Subs approved? | SBE (%) | Comments |
|----------------------------|------------------|-------------------------|--------------------|---------|--|
| Walker Building Group, LLC | \$17,750,754.33 | \$3,956,635 | Yes | 22% | The prime is not an approved SBE and will utilize SBE subcontractors BAC Paving \$2,518,352/14.19% & JR Construction Tennessee INC \$1,438,283/8.10% |