

JOHN COOPER, MAYOR

DEPARTMENT OF FINANCE

**METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY**

12/1/2020 | 5:35 PM CST

Tony Southerland
Southerland Services, LLC
P.O. Box 295
Rockvale, TN 37153

Re: RFQ# 76146, Hillwood Park Water Main Improvements

Dear Mr. Southerland:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ# 76146, **Hillwood Park Water Main Improvements**. This letter hereby notifies you of Metro's intent to award to **Southerland Services, LLC** on 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

Enter Solicitation Title & Number Below						
Hillwood Park Water Main Improvements RFQ# 76146	Min. SBE/SDV Participation	Incentive Percentage	Incentive Calculator	Lowest Bid	MACP	Winning Bid
	0.0%	9.00%	91.00%	\$1,499,925	\$1,634,918	\$1,509,887
Offeror's Name	Bids	SBE	Participation Requirement	Participation Incentive	Incentive Evaluation Amount	Status of ITB Award
Grade A Construction, LLC	\$ 1,887,967.27	\$106,600.00	\$0	\$0	\$1,887,967	Exceeds MACP
JSJ Construction, LLC	\$ 1,686,520.00	\$1,631,520.00	\$0	\$0	\$1,686,520	Exceeds MACP
L & G Construction Co., Inc.	\$ 1,499,925.00	\$294,900.00	\$0	\$268,359	\$1,231,566	Evaluated
Middle Tennessee Infrastructure, Inc.	\$ 1,950,825.00	\$1,895,825.00	\$0	\$0	\$1,950,825	Exceeds MACP
SBW Constructors, LLC	\$ 1,666,385.00	\$1,611,385.00	\$0	\$0	\$1,666,385	Exceeds MACP
Southerland Services, LLC	\$ 1,509,886.76	\$1,454,886.76	\$0	\$1,323,947	\$185,940	Awarded

BAO Small Business Assessment Sheet

BAO Specialist: Cierra Rowe

Contract Specialist: Marissa Conklin

Date: 11/13/2020

Department Name: Water Services

RFP/ITB Number: 76146

Project Name: Hillwood Park Watermain Improvements

Primary Contractor*	Prime Bid Amount	Total Proposed SBE (\$)	SBE Subs approved?	SBE (%)	Comments
Southerland Services, LLC	\$1,509,886.76	\$1,454,886.76	Yes	96%	The prime is an approved SBE and will utilize SBE subcontractors BAC Paving \$446,744/30.71%, ABES Engineering \$19,375/1.33%, & EM Protective Services \$70,000/4.81%



Statement of M/WBE Utilization

Proposer's Firm's Name: Southerland Construction, LLC	Proposer's Phone #: 615-772-8212
Solicitation Title: Hillwood Park Water Main Improvements	Proposer's Email Address: southerland.construction.llc40@gmail.com
Solicitation #: 76146	Amount Self-performed : 67.05%
Proposer's Firm's Ownership: Non-M/WBE	Total Bid Amount: \$1,509,886.76
Proposed EBO Goal (%): 4 MBE% 10 WBE%	EBO Goal Met? (Y/N) NO

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

Certificate										
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		12914 Central Pike, Mt Juliet, TN 37122	615-701-2925	WBE	Select	7213	Paving	\$446744	30.71%
2	ABES Engineering		2500 Mt Moriah Rd, H229, Memphis, TN 38115	901-340-3011	MBE	Select	8110	Traffic Control Plan	\$19375	1.33%
3	Pavement Restorations, Inc		10162 Stinson St, Milan, TN 37153	615-969-90440	WBE	Select		Flowable Fill Material Supplier	\$88000	6.05%
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)

Faith Southerland

Office Manager

Date

10/27/2020

*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: 11/13/20

Total MBE Subcontracting	1.33	%	\$ 19375
Total WBE Subcontracting	36.75	%	\$ 534744
Total MBE/WBE Participation:	38.08	%	\$ 554,119

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: Hillwood Park Water Main Improvements		Project Number: 76146	
Company Name: Southerland Construction, LLC	Date Submitted: 10/27/2020	Total Contract Value:	
Address: PO Box 295, Rockvale, TN 37153		Federal Tax ID# 46-5201410	
Contact Person: Faith Southerland	Email:	Phone #: 615-971-0985	
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)
BAC Paving	WBE	Paving	Email	Submit Bid	\$446744	YES
Prime Security	MBE	PE Traffic Control Plan	Email&Phone	No response	n/a	NO

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: Hillwood Park Water Main Improvements		Project Number: 76146
Company Name: Southerland Construction, LLC	Date Submitted: 10/27/2020	Total Contract Value:
Address: PO Box 295, Rockvale, TN 37153		Federal Tax ID# 46-5201410
Contact Person: Faith Southerland	Email:	Phone #: 615-971-0985
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
JR Concrete, Mr. Robertson, 4957 Drakes Branch Rd, Nashville, TN, 615-876-2247, jrconcrete@aol.com	Notice by phone on 9/30/2020 with no response	
Hillwood Park Water Main Improvements	76146	
Prime Security, Mr. Claybon, 2233 Ka...	Notice by phone on 9/30/2020 with no response	

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: Hillwood Park Water Main Improvements		Project Number: 76146
Company Name: Southerland Construction, LLC	Date Submitted: 10/27/2020	Total Contract Value:
Address: PO Box 295, Rockvale, TN 37153		Federal Tax ID# 46-5201410
Contact Person: Faith Southerland	Email:	Phone #: 615-971-0985
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. Pavement	2. Traffic Control Plan
3. Traffic Control SBE (Non-WMBE)	4.
5.	6.

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: Hillwood Park Water Main Improvements		Project Number: 76146
Company Name: Southerland Construction, LLC	Date Submitted: 10/27/2020	Total Contract Value:
Address: PO Box 295, Rockvale, TN 37153		Federal Tax ID# 46-5201410
Contact Person: Faith Southerland	Email:	Phone #: 615-971-0985
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
No bids by MWBE's were rejected		

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: Hillwood Park Water Main Improvements		Project Number: 76146	
Company Name: Southerland Construction, LLC		Date Submitted: 10/27/2020	Total Contract Value:
Address: PO Box 295, Rockvale, TN 37153		Federal Tax ID# 46-5201410	
Contact Person: Faith Southerland		Email:	Phone #: 615-971-0985

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
Sexual Harrassment Prevention	07/06/2020
Discrimination Complaint Response	09/14/2020

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: Hillwood Park Water Main Improvements		Project Number: 76146	
Company Name: Southerland Construction, LLC	Date Submitted: 10/27/2020	Total Contract Value:	
Address: PO Box 295, Rockvale, TN 37153		Federal Tax ID# 46-5201410	
Contact Person: Faith Southerland	Email:	Phone #: 615-971-0985	
GOOD FAITH EFFORTS SUMMARY SHEET CHECKLIST			
Number	Bidder Action(s)	BAO Only	
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.
2020 Municipal Guide	1/1/2020	

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: Hillwood Park Water Main Improvements		Project Number: 76146	
Company Name: Southerland Construction, LLC	Date Submitted: 10/27/2020	Total Contract Value:	
Address: PO Box 295, Rockvale, TN 37153		Federal Tax ID# 46-5201410	
Contact Person: Faith Southerland	Email:	Phone #: 615-971-0985	
GOOD FAITH EFFORTS SUMMARY SHEET CHECKLIST			
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
No assistance was requested or needed	

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: Hillwood Park Water Main Improvements		Project Number: 76146
Company Name: Southerland Construction, LLC	Date Submitted: 10/27/2020	Total Contract Value:
Address: PO Box 295, Rockvale, TN 37153		Federal Tax ID# 46-5201410
Contact Person: Faith Southerland	Email:	Phone #: 615-971-0985
GOOD FAITH EFFORTS SUMMARY SHEET CHECKLIST		
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
EBO Reporting System	11/13/20	Received contact information for BAC Paving, Prime Security, Inc, JR Concrete and ABES Engineering

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: Hillwood Park Water Main Improvements	Project Number: 76146
Company Name: Southerland Construction, LLC	Date Submitted: 10/27/2020
Address: PO Box 295, Rockvale, TN 37153	Total Contract Value:
Contact Person: Faith Southerland	Federal Tax ID# 46-5201410
Email:	Phone #: 615-971-0985

GOOD FAITH EFFORTS SUMMARY SHEET CHECKLIST

Number	Bidder Action(s)	BAO Only
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.
		No assistance was requested

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: Faith Southerland Print Name: Faith Southerland Title: Office Manager

METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

John Cooper
Mayor



Kevin Crumbo
Director of Finance

12/15/2020 | 8:22 AM CST

Re: Protest of RFQ# 76146 – Hillwood Park Water Main Improvements

Dear Offerors:

This correspondence serves as notification of the Purchasing Agent's determination that it is in the best interest of the Metropolitan Government of Nashville and Davidson County (Metro) to proceed with contract negotiations related to the above referenced solicitation. There are critical fire flow issues which must be addressed by completion of this project. Further delays in this project will create a potential threat to the safety and welfare of the public. Therefore, Metro will proceed with negotiations with the selected offeror.

Respectively,

Michelle A. Hernandez Lane

Michelle A. Hernandez Lane
Chief Procurement Officer/Purchasing Agent
Metropolitan Government of Nashville & Davidson County

Cc. Solicitation Files