

JOHN COOPER, MAYOR

DEPARTMENT OF FINANCE

**METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY**

1/25/2021 | 11:36 AM CST

Robert Hutcheson
Sessions Paving Co
PO Box 90266
Nashville, TN 37209

Re: RFQ# 96157, Parking Lot Maintenance, Repair and Other Services for Metro

Dear Mr. Hutcheson:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ# 96157, Parking Lot Maintenance, Repair and Other Services for Metro. This letter hereby notifies you of Metro's intent to award to **Sessions Paving Co.** 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
RFQ 96157; Parking Lot Maintenance, Repair and Other Services for Metro		40
Offeror's Name		RFP Cost Points
Jarrett Builders, Inc	\$26,748,127.50	40.00
Sessions Paving Co.	\$30,987,405.09	34.53
Grade A Construction, LLC	\$40,251,612.13	26.58

**RFQ 96157 Parking Lot Maintenance, Repair and Other Services for Metro
Evaluation Committee Score Sheet**

Offeror	Grade A Construction	Jarrett Builders, Inc	Sessions Paving Co.
Contract Acceptance (Yes/No)	Yes	Yes	Yes
Cost (40)	26.58	40.00	34.53
Methodology and Approach (30)	28.00	27.00	28
Qualifications and Experience (25)	23.00	23.00	25
Sustainability (5)	5.00	3.00	5
Total Evaluation Scores	82.58	93.00	92.53

Evaluation Comments

Grade A Construction
Strengths Team members well experienced, very detailed in the Methodology section. The 3 projects under the experience section was very descriptive. Under the sustainability section; very detailed plans and firm's policies.
Weaknesses The response time (1-2 weeks) was high. Lacked details, descriptions for Metro projects in the qualifications and experience section.

Jarrett Builders
Strengths Sent in all information requested, very detailed, good turn around time for Methodology and Approach section. Detailed projects small to large in the experience section.
Weaknesses Firm did not explain how Metro would be a priority to them. Scope and size on the Metro projects was not in detail. Sustainability section was not detailed, in how the firm would use sustainability on the project.

Sessions Paving Co.
Strengths Very detailed and submitted all requested information for the methodology section. Very detailed, descriptive and experienced in the qualifications and experience section. Very detailed; would use street sweeping, what they would use onsite, limit material waste in the sustainability section.
Weaknesses No firm location listed in the methodology and approach section. The average time listed started at 3 weeks.

BAO Small Business Assessment Sheet

BAO Specialist: Cierra Rowe

Contract Specialist: Marissa Conklin

Date: 12/30/2020

Department Name: General Services

RFQ#: 96157

Project Name: Parking Lot Maintenance, Repair and Other Services

Primary Contractor*	Prime Bid Amount	Total Proposed SBE (\$)	Acknowledged SBE Requirement ?	SBE (%)	Comments
Jarrett Builders, Inc.	\$26,748,128	\$4,560,000	Yes	17%	The prime is not an approved SBE and acknowledged the 17% SBE/SDV requirement over the life of the contract.



Statement of M/WBE Utilization

Proposer's/Firm's Name: Jarrett Builders, Inc. Proposer's Phone #: 615-515-1270
Solicitation Title: Parking Lot Maintenance, Repair & Other Services for Metro Proposer's Email Address: mike@jarrettbuildersinc.com
Solicitation #: 96157 Amount Self-performed : 69.02%
Proposer's/Firm's Ownership: Select Total Bid Amount: \$26,748,127.50
Proposed EBO Goal (%): 5 MBE% 8 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	Flournoy Tough Security	3820 Atwell Drive, Nashville, TN	615-593-8824	MBE	1	92121504	Traffic Control	\$925,000	3.46%
2	Jerry B. Young Construction	115 Stumpy Lane, Lebanon, TN	615-443-0493	MBE	1	484110	Trucking	\$415,000	1.59%
3	Smart Scapes, LLC	832 West Hillwood Drive	615-356-0139	WBE	5	72102902	Landscaping	\$2,455,350	9.18%
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)

Mike Wood / Senior Project Manager

Mike Wood

Date

10/29/2020

*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: 12/30/20

Total MBE Subcontracting	5	%	\$ 1,340,000
Total WBE Subcontracting	9.18	%	\$ 2,455,350
Total MBE/WBE Participation:	14.18	%	\$ 3,795,350



Statement of M/WBE Utilization

Proposer's/Firm's Name:	SESSIONS PAVING COMPANY			Proposer's Phone #:	(615) 356-0600
Solicitation Title:	PARKING LOT MAINTENANCE, REPAIR AND OTHER SERVICES FOR METRO			Proposer's Email Address:	RNHutcheson@sessionspaving.com
Solicitation #:	RFQ 96157			Amount Self-performed :	-0-
Proposer's/Firm's Ownership:	Non-M/WBE			Total Bid Amount:	\$ 30,987,405.09
Proposed EBO Goal (%):	14.19%	MBE%	22.65%	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	JR Construction Tennessee, Inc.	4957 Drakes Branch Rd Nashville, TN 37218	(615) 876-2247	MBE	1	72100000	Concrete work	\$ 3,720.00	12.00%
2	Etchmark Pavement Maintenance	527 Bonnie Oak Ct. Lebanon, TN 37087	(615) 549-7049	MBE	1	72100000	Pavement Marking	\$678,250	2.19%
3	BAC Paving Co., Inc.	P.O. Box 7 Hermitage, TN 37076	(615) 885-3555	WBE	5	72100000	Asphalt Paving (Partial)	\$ 7,020,000	22.65%
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)

Robert N. Hutcheson, President

Robert N. Hutcheson

Date

10/30/2020

*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: 12/30/20

Total MBE Subcontracting	14.19	%	\$ 4,397,112
Total WBE Subcontracting	22.65	%	\$ 7,020,000
Total MBE/WBE Participation:	36.84	%	\$ 11,417,112

BAO Small Business Assessment Sheet

BAO Specialist: Cierra Rowe

Contract Specialist: Marissa Conklin

Date: 12/30/2020

Department Name: General Services

RFQ#: 96157

Project Name: Parking Lot Maintenance, Repair and Other Services

Primary Contractor*	Prime Bid Amount	Total Proposed SBE (\$)	Acknowledged SBE Requirement ?	SBE (%)	Comments
Sessions Paving Co.	\$30,987,405	\$11,854,350	Yes	38%	The prime is not an approved SBE and acknowledged the 17% SBE/SDV requirement over the life of the contract.