



METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

August 9, 2016

Mr. Cam Griffin
Beech Construction Services Inc.
541B Huntley Industrial Drive
Smyrna, TN 37167

RFQ 939650 – UNA Recreation Park

Dear Mr. Griffin:

As Purchasing Agent, I am exercising the discretion under the Metropolitan Code to withdraw Metro's intent to award and reject the Beech Construction Services Inc. offer. *M.C.L. § 4.12.100, and Regulations adopted by the Procurement Standards Board, R4.12.100.04.2.*

The intent to award was subject to successful contract negotiations. Attempts have been made but it is our assessment that the results to date are not in the best interests of the Metropolitan Government of Nashville and Davidson County. Therefore, the offer proposed by Beech Construction Services Inc. is rejected.

Respectfully,

A handwritten signature in blue ink, appearing to read "J. Gossage".

Jeff L. Gossage C.P.M., CPPB
Purchasing Agent
Metropolitan Government of Nashville & Davidson County

Cc: Procurement files

PROCUREMENT DIVISION

730 Second Avenue South, Suite 112
P.O. Box 196300
Nashville, Tennessee 37219-6300

www.Nashville.gov
Phone: 615-862-6639
Fax: 615-862-6179

Evaluation Criteria	Beech*	Don Hardin	Jarrett Builders
Project Approach – 20 Points	17	19	14
Project Schedule & Risk Mitigation – 30 Points	26	22	24
Firm Qualifications & Capacity – 10 Points	8	7	8
Team Qualifications – 5 Points	4	5	3
Cost – 35 Points	35	33.4	27.66
Total	90	86.4	76.66

Strengths & Weaknesses

Beech * While Beech was initially awarded this contract per the above scoring and cost evaluation, the Purchasing Agent, pursuant to his authority, rejected Beech's offer and withdrew the intent to award as the contract could not be successfully negotiated.

Strengths – While the schedule does not get the project completed prior to the beginning of the season, the project schedule seems reasonable considering the lead time on the building and offers a detailed discussion on potential risks and mitigation of same.

Weaknesses – The project approach lacked detail. While the Offeror mentioned a weekly site walkthrough, they did not give any indication that there would be an onsite project manager. For Firm Qualifications, all of the reference projects did not appear to be of similar size, scope, and complexity. There were inconsistencies in proposed subcontractors outlined in the Team Qualifications versus the subcontractor's form.

Don Hardin - AWARDED

Strengths – The Project Approach included Metro specific detail and demonstrated a willingness to work with Metro to complete the project according to Metro's constraints. The proposed team is well qualified to complete the work.

Weaknesses – The schedule, while aggressive, seems unrealistic. The Scheduling and Risk mitigation section did not address risk mitigation or a description of how the schedule would be achieved. For Firm Qualifications, all of the reference projects did not appear to be of similar size, scope, and complexity. Offeror appears to be more of a project manager rather than performing work on the project.

Jarrett Builders

Strengths –

Weaknesses – The Project Approach did not include Metro specific details and required a reduction in project scope. For Firm Qualifications, all of the reference projects did not appear to be of similar size, scope, and complexity. The schedule seems unreasonable considering the reduction in scope.

Solicitation Title & Number	RFP Cost Points
RFQ 939650 - Una Recreation Park Improvements	35

Offeror's Name	Total Bid Amount	RFP Cost Points
Beech Construction	\$651,999.85	35.00
Don Hardin	\$683,246.00	33.40
Jarrett Builders	\$825,150.00	27.66

PNP Compliance Results Form

Department Name: Parks
RFP/ITB Number: 939650
Procurement Name: UNA Recreation Park Improvements

Primary Contractor	PNP Compliant (Yes/No)	Determination Comments/% of Participation Proposed or Bid
Don Hardin Group, LLC	Yes	Don Hardin Group, LLC successfully completed the GFE outreach to three certified MWBEs: John Curry Electrical (Accepted), Beard Property Maintenance (Accepted) and Price Paving (Accepted).

***Denotes Contractor with whom follow up was required**
Date: 08/10/16
Metro Buyer: Sarah Sloan/Scott Ghee
BAO Rep: Tina R. Burt