



METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

7/9/2021 | 4:29 PM CDT

John Ramsay
CrowderGulf
5435 Business Parkway
Mobile, AL 36582

Re: **RFQ # 108240, Emergency Debris Removal Services**

Dear Mr. Ramsay:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ # 108240 for Emergency Debris Removal Services. This letter hereby notifies you of Metro's intent to award to CrowderGulf, 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 Christopher Wood, BAO Representative, at 615-862-6710 or at Christopher.Wood@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 Terri Ray by email at terri.ray@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

RFQ 108240 - Emergency Debris Removal Services Justification and Scoring

Evaluation Criteria / Offeror	Ashbritt, Inc	Ceres Environmental Services	CrowderGulf	DRC Emergency Services, LLC
Qualifications & Experience (30 Points)	25.00	28.00	30	28
Methodology and Approach (20 Points)	16.00	17.00	20	19
Capacity to Perform (15 Points)	13.00	13.00	15	15
Cost (35 Points)	28.79	31.81	35	31.94
Total (100 Points)	82.79	89.81	100.00	93.94

Max. RFP Cost Points		35
Offeror's Name	Bids	RFP Cost Point Distribution
Ashbritt, Inc	\$ 98,513,750.00	28.79
Ceres Environmental Services	\$ 89,159,191.32	31.81
CrowderGulf	\$ 81,031,250.00	35.00
DRC Emergency Services, LLC	\$ 88,807,241.98	31.94

Ashbritt, Inc

Strengths: Proposal demonstrated qualification and experience of similar size. Proposal demonstrated a strong approach to quality control.

Weaknesses: Proposal demonstrated some equipment and resources that were older in nature. Proposal lack details related to the 180-calendar days to perform as outline in the scope. Capacity to Perform proposal response overlapped information with the Methodology and Approach proposal response which made the proposal very difficult to read. Proposal indicated that Metro would dictate about debris towers does not align with scope of services. Proposal recommended annual training and planning to screen subcontractors which can be problematic for this type of scope of service.

Ceres Environmental Services

Strengths: Proposal demonstrated qualification and experience of similar size and scope.

Weaknesses: Proposal demonstrated qualification and experience that was not of similar complexity since majority of experience is along coast and not inland. Proposed methodology and approach were heavy in marine and hurricane events which is not of similar complexity of this scope of service. Proposal lacked detail related to mitigation and risk. Capacity to perform proposal response included qualifications which made the proposal difficult to read. Capacity to perform proposal response was focused on marine and dock cleanups which is not of similar complexity of this scope of service.

RFQ 108240 - Emergency Debris Removal Services Justification and Scoring

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CrowderGulf

Strengths: Proposal response to qualifications and experience was strong and detailed, including identifying which key personnel would work on what type of event. Proposed individual that would handling all documentation has a PHD. Methodology and approach proposal response was strong and detailed, including clearly outlining critical operations, detailed site plan for debris reduction, record keeping, and timeline charts. Proposed approach included a push to get streets cleaned within 70 hours of getting started. Proposal demonstrated the use of drones when performing the scope of services. Proposal demonstrated a strong detailed capacity to performed that supported the ability to fulfill the scope of services. Proposal demonstrated that someone in emergency operations would be on site within 8-12 and be right by Metro's side the entire time as needed.

Weaknesses: N/A

DRC Emergency Services, LLC

Strengths: Proposal demonstrated qualifications and experience of similar size, scope, and complexity for entire team. Proposal demonstrated a strong detailed capacity to performed that supported the ability to fulfill the scope of services. Proposal demonstrated a strong approach and methodology, including the site plan for reduction site and TDSR Sites identified.

Weaknesses: Proposal included resumes that lacked detail compared to other offerors. Even though the overall methodology and approach was strong, the record keeping portion of the proposal response lacked detail.



Statement of M/WBE Utilization

Proposer's/Firm's Name: CrowderGulf, LLC
 Solicitation Title: Emergency Debris Removal Services
 Solicitation #: RFQ 108240
 Proposer's/Firm's Ownership: **Non-M/WBE**
 Proposed EBO Goal (%): 4 MBE% 11 WBE%

Proposer's Phone #: 8000 - 992-6207
 Proposer's Email Address: jramsay@crowdergulf.com
 Amount Self-performed : 40%
 Total Bid Amount: 16,206,250.00
 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	Hauling Away, LLC	10150 Ben Hamilton Rd, Theodore, AL 36582	251-402-3058	WBE	5	562119	Debris Hauling	1,782,687.5	11
2	A&R Services	4064 Manning Hollow Rd, Nashville, TN 37143	615-394-8830	MBE	1	562910	Demolition	648,250.00	4
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)

Jenny Weaver

Jenny Weaver

Date

4/20/21

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

BAO Representative: **Christopher S. Wood**
 Date: 07/06/2021

Total MBE Subcontracting	4	%	\$ 648,250
Total WBE Subcontracting	11	%	\$ 1,782,687.50
Total MBE/WBE Participation:	15	%	\$ 2,430,937.50



METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

4/26/2021 | 12:05 PM CDT

Tiffany Wilkes
TFR Enterprises, Inc.
601 Leander Drive
Leander, TX 78641

tiffanyw@tfrinc.com - SENT VIA EMAIL

RFQ 108240– Emergency Debris Removal Services

Dear Tiffany Wilkes:

The Metropolitan Government of Nashville and Davidson County has completed its evaluation of submitted responses to the above solicitation and unfortunately, has determined that your submission was not minimally responsive to the requirements of the solicitation.

Specifically, the submitted bid was non-responsive for failing to provide required EBO Documents.

Thank you for participating in Metro's competitive procurement process.

Kind Regards,

Michelle A. Hernandez Lane

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

cc: Solicitation Files

Certificate Of Completion

Envelope Id: 472DFA9BFE0947B6B5E6030B98B4CBC8	Status: Completed
Subject: NonResponsive Letter - RFQ #108240 Emergency Debris Removal Services	
Source Envelope:	
Document Pages: 1	Signatures: 1
Certificate Pages: 2	Initials: 0
AutoNav: Enabled	Envelope Originator:
Envelopeld Stamping: Enabled	Procurement Resource Group
Time Zone: (UTC-06:00) Central Time (US & Canada)	730 2nd Ave. South 1st Floor
	Nashville, TN 37219
	prg@nashville.gov
	IP Address: 170.190.198.185

Record Tracking

Status: Original	Holder: Procurement Resource Group	Location: DocuSign
4/22/2021 4:12:50 PM	prg@nashville.gov	

Signer Events

Signature	Timestamp
Michelle A. Hernandez Lane michelle.lane@nashville.gov Chief Procurement Officer/Purchasing Agent Metro	Sent: 4/22/2021 4:16:16 PM Viewed: 4/26/2021 12:04:37 PM Signed: 4/26/2021 12:05:03 PM
Security Level: Email, Account Authentication (None)	Signature Adoption: Pre-selected Style Using IP Address: 170.190.198.190

Electronic Record and Signature Disclosure:
Not Offered via DocuSign

In Person Signer Events

Signature	Timestamp

Editor Delivery Events

Status	Timestamp

Agent Delivery Events

Status	Timestamp

Intermediary Delivery Events

Status	Timestamp

Certified Delivery Events

Status	Timestamp

Carbon Copy Events

Status	Timestamp
Terri L. Ray Terri.Ray@nashville.gov Senior Procurement Officer Metropolitan Government of Nashville and Davidson County	Sent: 4/26/2021 12:05:04 PM Viewed: 4/26/2021 1:26:07 PM
Security Level: Email, Account Authentication (None)	



Electronic Record and Signature Disclosure:
Not Offered via DocuSign

Witness Events

Signature	Timestamp

Notary Events

Signature	Timestamp

Envelope Summary Events

Status	Timestamps
Envelope Sent	4/22/2021 4:16:16 PM
Certified Delivered	4/26/2021 12:04:37 PM
Signing Complete	4/26/2021 12:05:03 PM

Envelope Summary Events	Status	Timestamps
Completed	Security Checked	4/26/2021 12:05:04 PM
Payment Events	Status	Timestamps

Certificate Of Completion

Envelope Id: 57C13B8830074925966CA28F7E777F80	Status: Completed
Subject: Intent to Award - RFQ #108240 Emergency Debris Removal Services	
Source Envelope:	
Document Pages: 4	Signatures: 1
Certificate Pages: 2	Initials: 0
AutoNav: Enabled	Envelope Originator:
Envelope Stamping: Enabled	Procurement Resource Group
Time Zone: (UTC-06:00) Central Time (US & Canada)	730 2nd Ave. South 1st Floor
	Nashville, TN 37219
	prg@nashville.gov
	IP Address: 170.190.198.185

Record Tracking

Status: Original	Holder: Procurement Resource Group	Location: DocuSign
7/8/2021 5:02:36 PM	prg@nashville.gov	
Security Appliance Status: Connected	Pool: StateLocal	
Storage Appliance Status: Connected	Pool: Metropolitan Government of Nashville and Davidson County	Location: DocuSign

Signer Events

Michelle A Hernandez Lane
michelle.lane@nashville.gov
Chief Procurement Officer/Purchasing Agent
Metro
Security Level: Email, Account Authentication
(None)

Signature

Michelle A Hernandez Lane

Signature Adoption: Pre-selected Style
Using IP Address: 170.190.198.190

Timestamp

Sent: 7/8/2021 5:05:30 PM
Viewed: 7/9/2021 4:29:46 PM
Signed: 7/9/2021 4:29:58 PM

Electronic Record and Signature Disclosure:
Not Offered via DocuSign

In Person Signer Events**Signature****Timestamp****Editor Delivery Events****Status****Timestamp****Agent Delivery Events****Status****Timestamp****Intermediary Delivery Events****Status****Timestamp****Certified Delivery Events****Status****Timestamp****Carbon Copy Events****Status****Timestamp**

Terri L. Ray
Terri.Ray@nashville.gov
Senior Procurement Officer
Metropolitan Government of Nashville and Davidson
County
Security Level: Email, Account Authentication
(None)

COPIED

Sent: 7/9/2021 4:30:01 PM
Viewed: 7/12/2021 1:10:01 PM

Electronic Record and Signature Disclosure:
Not Offered via DocuSign

Witness Events**Signature****Timestamp****Notary Events****Signature****Timestamp****Envelope Summary Events****Status****Timestamps**

Envelope Sent	Hashed/Encrypted	7/8/2021 5:05:30 PM
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Envelope Summary Events	Status	Timestamps
Certified Delivered	Security Checked	7/9/2021 4:29:46 PM
Signing Complete	Security Checked	7/9/2021 4:29:58 PM
Completed	Security Checked	7/9/2021 4:30:01 PM

Payment Events	Status	Timestamps
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