



METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

7/29/2021 | 5:55 AM CDT

Tony Southerland
Southerland Services, LLC
PO Box 295
Rockvale, TN 37153

Re: **RFQ # 121210, 8TH Avenue South and Moss Rose Drive Water Main**

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 # 121210 for 8th Avenue South and Moss Rose Drive Water Main. This letter hereby notifies you of Metro's intent to award to Southerland Services, LLC for the Moss Rose Drive Project, 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 Evans Cline, BAO Representative, at 615-862-6137 or at Evans.cline@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 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

| RFQ# 121210 - 8th Avenue South and Moss Rose Drive Water Main - Moss Rose Project Bid Tab | | Min. SBE/SDV Requirement | Lowest Bid | MACP | Winning Bid |
|---|--------------|--------------------------|---------------------------|---------------------|-------------|
| | | 20.0% | \$424,436 | \$446,210 | \$424,436 |
| Offeror's Name | Bids | SBE | Participation Requirement | Status of ITB Award | |
| Southerland Services, LLC | \$424,436.00 | \$424,436 | \$84,887 | Awarded | |
| SBW Constructors, LLC | \$503,600.00 | \$473,600 | \$100,720 | Exceeds MACP | |
| Sessions Paving Company | \$506,155.00 | \$102,670 | \$101,231 | Exceeds MACP | |
| Garney Companies, Inc | \$553,960.00 | \$171,666 | \$110,792 | Exceeds MACP | |

BAO Small Business Assessment Sheet

BAO Specialist: Evans Cline

Contract Specialist: Marissa Conklin

Date: 7/16/21

Department Name: Water

RFQ#: 121210

Project Name: Moss Rose Drive Water Main

| Primary Contractor* | Prime Bid Amount | Total Proposed SBE (\$) | Acknowledged SBE Requirement ? | SBE (%) | Comments |
|--------------------------|------------------|-------------------------|--------------------------------|---------|---|
| Southerland Construction | \$ 424,436.00 | \$ 424,436.00 | yes | 100% | The prime is an approved SBE and acknowledged the 20% SBE/SDV requirement over the life of the contract. Prime proposed the utilization of the following SBEs: BAC Paving \$171,666/40.45%, and EM Protective Services \$23,000/5.04%. |



Statement of M/WBE Utilization

| | |
|--|---|
| Proposer's/Firm's Name: Southerland Construction, LLC | Proposer's Phone #: 615-772-8212 |
| Solicitation Title: Moss Rose Drive Water Main | Proposer's Email Address: southerland.construction.llc40@gmail.com |
| Solicitation #: 121210 | Amount Self-performed: \$229,770 |
| Proposer's/Firm's Ownership: Non-M/WBE | Total Bid Amount: \$424,436 |
| Proposed EBO Goal (%) : <u>7</u> MBE% <u>16</u> WBE% | EBO Goal Met? (Y/N) NO <input type="checkbox"/> |

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 | | Type | * MBE/WBE | Code # | Description of Work | | MBE/WBE | Percent |
| | | | | (MBE or WBE) | Group Type * | UNSPS/NAICS | | | Dollars (\$) | of Total Contract |
| 1 | BAC Paving | 12914 Central Pike, Mt. | 615-701-29 | WBE | Select | 7213 | Paving | 171,666 | 40.45% | |
| 2 | | | | Select | Select | | | | | |
| 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) Faith Southerland Office Manager | Date 07/03/2021 |
|---|---------------------------|

*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.

| | | |
|--|---|--|
| For Internal Office Use ONLY Has Prime Complied with EBO Goal? NO | If No, Good Faith Efforts Met? YES | |
|--|---|--|

BAO Representative: Evans Cline **Date:** 7/16/21

| | | | | |
|------------------------------|-------|---|-----------|--|
| Total MBE Subcontracting | 0 | % | \$0 | |
| Total WBE Subcontracting | 40.45 | % | \$171,666 | |
| Total MBE/WBE Participation: | 40.45 | % | \$171,666 | |

METROPOLITAN GOVERNMENT OF NASHVILLE - DAVIDSON COUNTY

M/WBE SUBCONTRACTORS GOOD FAITH EFFORTS

SUMMARY SHEET

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 (Due with Bid Submission if Applicable)

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|---|--|
| Project Name: Moss Rose Drive Water Main | Project Number: 121210 |
| Company Name: Southerland Construction, Inc. | Date Submitted: 07/08/2021 |
| Address: PO Box 295, Rockvale, TN 37153 | Total Contract Value: \$424,436 |
| Contact Person: Faith Southerland | Federal Tax ID#: 46-5201410 |
| 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 | Responded | \$171,666 | YES |
| ABES Engineering | MBE | PE Traffic Control | Email | No response | n/a | Select |

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| 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 |
|--|---|---------------------------------------|
| Raven Security, Tonya Reed, Tonya@raventrafficllc.com | Notice by email on 6/15/2021 with no response | |
| ABES Engineering, Emmanuel Tuomb | Notice by email on 6/15/2021 | |
| Prime Security, Mr. Claybon, 2233 Kay | Notice by email on 6/15/2021 with no response | |

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| 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 |
| 3. | 4. |
| 5. | 6. |

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|--------|--|----------|
| 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. | 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.

| M/WBE Firm Name/Address/Contact Person/Phone Number/Email | Description of Proposed Work | Reason for Rejection |
|---|------------------------------|----------------------|
| No quotes by M/WBE's were rejected | | |
| | | |
| | | |

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| 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 | 7/6/2020 |
| Discrimination Complaint Response | 9/14/2020 |
| Southerland Construction Harrassment Policy Review | 02/22/2021 |
| | |

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| 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. | 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.

| Publication Name | Date of Publication | Please provide copy. |
|----------------------|---------------------|----------------------|
| 2020 Municipal Guide | 1/1/2021 | |
| | | |
| | | |

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| 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 | |
| | |
| | |

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| 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 | 06/15/2021 | Received contact information for BAC Paving, Prime Security, Inc, JR Concrete and ABES Engineering |
| | | |
| | | |
| | | |

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| 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



Request for pricing –RFQ 121210 8th Avenue South and Moss Rose Drive Water Main

1 message

Southerland Construction <southerland.construction.llc40@gmail.com>
To: Emmanuel Tuombe <etuombe@abesengineering.com>

Tue, Jun 15, 2021 at 10:09 AM

Dear Team Members,

Southerland Construction, LLC is actively pursuing the following project for Metro Nashville Water and Sewer Dept. We are requesting a quote from your company based on our overall review of the bid documents. Please respond to this email if you will be providing us with a quote for the project referenced below.

Project Information:

Project: RFQ 121210 8th Avenue South and Moss Rose Drive Water Main

Bid Date: July 1, 2021

Bid Time: 2:00 PM CENTRAL

All Contract Drawings, Specifications and Addenda can be sent to your company via email at your request.

Please contact me to discuss any questions you may have. Thank you for being part of the Southerland Team!

Sincerely

**Faith Southerland***Office Manager***Southerland Construction, LLC**

C: 615-971-0985

A: PO Box 295

Rockvale, TN 37153

E: southerland.construction.llc40@gmail.com

2 attachments**RFQ 121210 Moss Rd Bid Form.xlsx**

15K

**RFQ 121210 Moss Rd Drawings.pdf**

2594K



Request for pricing –RFQ 121210 8th Avenue South and Moss Rose Drive Water Main

1 message

Southerland Construction <southerland.construction.llc40@gmail.com>

Tue, Jun 15, 2021 at 10:08 AM

To: SCOTTY BARNETT <bacpavinginc@comcast.net>

Dear Team Members,

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1 message

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To: prime.sec100@gmail.com

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1 message

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Tue, Jun 15, 2021 at 10:09 AM

To: Tonya Reed <tonya@raventrailllc.com>

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