



Notice of Intent to Award

Solicitation Number	227239	Award Date	6/8/2022 7:25 PM CDT	
Solicitation Title	CMAR for Southeast Police Precinct Construction			
Buyer Name	Scott Ferguson	Buyer Email	scott.ferguson@nashville.gov	
BAO Rep	Evans Cline	BAO Email	evans.kline@nashville.gov	

Awarded Supplier(s)

In reference to the above solicitation and contingent upon successful contract negotiation, it is the intent of the Metropolitan Government of Nashville and Davidson County to award to the following supplier(s):

Company Name	American Constructors, Inc.	Company Contact	Choate Angel		
Street Address	5203 Maryland Way, Suite 210				
City	Brentwood	State	TN	Zipcode	37024
Company Name		Company Contact			
Street Address					
City		State		Zipcode	
Company Name		Company Contact			
Street Address					
City		State		Zipcode	

Certificate of Insurance

The awarded supplier(s) must submit a certificate of insurance (COI) indicating all applicable coverage required by the referenced solicitation. The COI should be emailed to the referenced buyer no more than 15 days after the referenced award date.

Equal Business Opportunity Program

Where applicable, the awarded supplier(s) must submit a signed copy of the letter of intent to perform for any and all minority-owned (MBE) or woman-owned (WBE) subcontractors included in the solicitation response. The letter(s) should be emailed to the referenced business assistance office (BAO) rep no more than two business days after the referenced award date.

Yes, the EBO Program is applicable. No, the EBO Program is not applicable.

Monthly Reporting

Where applicable, the awarded supplier(s) will be required monthly to submit evidence of participation and payment to all small (SBE), minority-owned (MBE), women-owned (WBE), LGBT-owned (LGBTBE), and service disabled veteran owned (SDV) subcontractors. Sufficient evidence may include, but is not necessarily limited to copies of subcontracts, purchase orders, applications for payment, invoices, and cancelled checks.

Questions related to contract compliance may be directed to the referenced BAO rep.

Yes, monthly reporting is applicable. No, monthly reporting is not applicable.

Public Information and Records Retention

Solicitation and award documentation are available upon request. Please email the referenced buyer to arrange.

A copy of this notice will be placed in the solicitation file and sent to all offerors.

Right to Protest

Per MCL 4.36.010 – 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.

____ Supervisor (Initial)

Michelle A. Hernandez Lane
 Michelle A. Hernandez Lane
 Purchasing Agent & Chief Procurement Officer

RFQ# 227239 - CMAR for Southeast Police Precinct Construction		
Evaluation Criteria	American Constructors, Inc	DOWDLE CONSTRUCTION GROUP LLC
Round 1		
Contract Acceptance	Yes	Yes
Solicitation Acceptance	Yes	Yes
Reporting Requirements Confirmation	Yes	Yes
ISA Questionnaire Completed and Terms Accepted	Yes	Yes
Qualifications and Experience (30 Points)	27.00	21.00
Methodology and Approach (30 Points)	29.00	23.00
Cost Criteria (40 Points)	40.00	29.05
Totals	96.00	73.05

Strengths & Weaknesses

American Constructors, Inc

Strengths: Firm adequately described their experience with the Construction Management at Risk (CMAR) delivery approach with a guaranteed maximum price (GMP) for projects of similar size to that described in this RFP . Firm adequately described the proposed roles and estimated involvement for the key personnel during pre-construction, construction and/or throughout the project. Firm provided a minimum of three (3) references for completed projects within the past ten (10) years for public safety and other facilities of a similar size, scope, and complexity. Firm adequately described their organizations approach to preconstruction services including their relationship with the architect and Owner. Firm adequately described their role and participation in the value engineering process. Firm identified risks their firm would anticipate on this type of project and provided countermeasures that would be employed to minimize those risks. Firm Identified key activities and/or challenges directly related to this type of project. Firm described how they would support the City's commitment to the Workforce Development initiative.

Weaknesses: Firm did not adequately describe in detail the firm's background, experience and qualifications to accomplish this project. Firm did not adequately describe organization's experience implementing criteria for sustainable design and construction, specifically LEED certification.

DOWDLE CONSTRUCTION GROUP LLC

Strengths: Firm adequately described their organizations approach to preconstruction services including their relationship with the architect and Owner.

Weaknesses: Firm did not adequately describe in detail the firm's background, experience and qualifications to accomplish this project. Firm did not include roles and responsibilities on resumes for all proposed key individuals. Firm did not adequately describe with enough detail their experience with the Construction Management at Risk (CMAR) delivery approach with a guaranteed maximum price (GMP) for projects of similar size to that described in this RFP. Firm did not adequately describe organization's experience implementing criteria for sustainable design and construction, specifically LEED certification. Firm did not provide a minimum of three (3) references for completed projects within the past ten (10) years for public safety and other facilities of a similar size, scope, and complexity. Firm did not identify project specific risks their firm would anticipate on this type of project and provide countermeasures that would be employed to minimize those risks. Firm did not adequately identify key activities and/or challenges directly related to this type of project.

Ferguson, Scott (Finance)

From: Cline, Evans (Finance)
Sent: Thursday, May 26, 2022 1:08 PM
To: Ferguson, Scott (Finance)
Cc: Wood, Christopher (Finance - Procurement); Frye, Jeremy (Finance)
Subject: RE: Final BAO Review for RFQ# 227239 - CMAR for Southeast Police Precinct Construction
Attachments: 227239 CMAR for Southeast Police Precinct Construction SBE Assessment.pdf; 227239 CMAR for Southeast Police Precinct Construction EBO assessment.pdf

Hi Scott. Attached are the assessments for American Constructors. They submitted all EBO documentation and met all goals. They also met the SBE requirement. They are fully compliant and responsive to the solicitation. Thank you.

Evans Cline
Contract Compliance Officer 2
Metro Dept of Finance
Office of Minority and Women Business Assistance (BAO)
Metropolitan Nashville Davidson County
730 2nd Avenue South, 1st Floor
PO Box 196300
Nashville, TN 37219-6300
(p) 615.862.6137

From: Ferguson, Scott (Finance) <Scott.Ferguson@nashville.gov>
Sent: Thursday, May 26, 2022 7:17 AM
To: Cline, Evans (Finance) <Evans.Cline@nashville.gov>
Subject: FW: Final BAO Review for RFQ# 227239 - CMAR for Southeast Police Precinct Construction

Evans,

Checking in on status on this one.

Thanks!

Scott

From: Ferguson, Scott (Finance)
Sent: Friday, May 20, 2022 2:39 PM
To: Cline, Evans (Finance) <Evans.Cline@nashville.gov>
Cc: Lane, Michelle (Finance - Procurement) <Michelle.Lane@nashville.gov>
Subject: Final BAO Review for RFQ# 227239 - CMAR for Southeast Police Precinct Construction

Evans,

This RFQ closed on Friday, April 26, 2022 at 2:00PM Central. The two (2) minimally responsive offerors are attached. Will you conduct Final EBO Review? Please let me know if you need additional information.

Thanks!



Statement of M/WBE Utilization

Proposer's/Firm's Name: American Constructors, Inc.	Proposer's Phone #: 615.329.0123
Solicitation Title: CMAR for Southeast Police Precinct Construction	Proposer's Email Address: derekm@americanconstructors.us
Solicitation #: 227239	Amount Self-performed : 70.37%
Proposer's/Firm's Ownership: Non-M/WBE	Total Bid Amount: \$17,762.66 (Preconstruction Only)
Proposed EBO Goal (%) : 8% <u> </u> MBE% 4% <u> </u> 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	E Solutions for Buildings, LLC	624 Grassmere Park Suite 25 Nashville TN 37211	615.838.0080	WBE	5	72121100	Mechanical Review	\$495.00	2.79%
2	Aerial Innovations	202 S 17th St Nashville TN 37206	615.650.2002	WBE	5	82131601	Aerial Photography	\$268.00	1.51%
3	SIMS STRATEGIC DIVERSITY CONSULTANTS	812 Barrington Place Drive Brentwood TN 37027	615.504.2244	MBE	3	8010	Diversity Consulting	\$4,500.00	25.33%
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) Derek Martin, President and CEO	<i>Derek Martin</i>	Date 04/18/2022
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*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
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BAO Representative: Evans Cline Metro Buyer: Scott Ferguson Project Manager: _____ Date: 05/24/22

Total MBE Subcontracting	25.33 %	§ 4500
Total WBE Subcontracting	4.3 %	§ 763
Total MBE/WBE Participation:	29.63 %	§ 5263

BAO Notes:



EQUAL BUSINESS OPPORTUNITY PROGRAM FORM

Please complete this form to provide Metro with information regarding each individual or entity requesting information about the project or solicited for participation on the project. The list of subcontractors shall include those persons who did not actually submit a price quotation or bid, rather just requested information. Please contact the Business Assistance Office with any questions at 615-880-2814.

Project Name CMAR for Southeast Police Precinct Construction

RFP/ITB Number 227239

Part I STATEMENT OF INTERESTED M/WBE SUBCONTRACTORS AND VENDORS

As part of our regular and customary good faith efforts to include MWBE subcontractors, suppliers and joint venturers, American Constructors has contacted or was contacted by the following certified MWBEs related to our bid/proposal. (Company Name)

Table with 8 columns: Business Name & Contact, Phone No, MBE/WBE Certificate Type, Date of Contact, Method of Contact, Who Initiated Contact?, UNSPS Code # for work to be performed, Information Requested. Rows include E Solutions for Buildings, LLC, Aerial Innovations, and SIMS STRATEGIC DIVERSITY CONSULTANTS.

Part II STATEMENT OF BID/PRICE QUOTATION

This Statement shall include only those potential subcontractors not selected that actually submitted a bid or proposal for the project.

Table with 7 columns: Business Name & Contact, Phone No, MBE/WBE Certificate Type, Dollar value, Estimated % of total contract value, UNSPS Code # for work to be performed, Work Requested To Be Performed. Rows include E Solutions for Buildings, LLC, Aerial Innovations, and SIMS STRATEGIC DIVERSITY CONSULTANTS.

Name Derek Martin

Title President and CEO

Date 04/18/2022

Derek Martin

From: Dan Leonard <dwleonard@esolutionstn.com>
Sent: Wednesday, April 6, 2022 1:59 PM
To: Derek Martin
Subject: RE: METRO RFQ 227239 - SE Police Precinct - Mechanical Review

Derek,

For \$ 495.00, we would review the mechanical plans and specification and provide budget pricing, lead time concerns and options that may save the project in costs and speed of construction. We are seeing unusual spikes in equipment costs and lead times due to various worldwide events and supply chain issues so even more important to have a good plan these days. Thanks.

Dan Leonard
Partner
E Solutions
Ph: 615-838-0080
www.esolutionstn.com



From: Derek Martin <derekm@americanconstructors.us>
Sent: Monday, April 4, 2022 1:58 PM
To: Dan Leonard <dwleonard@esolutionstn.com>
Subject: METRO RFQ 227239 - SE Police Precinct - Mechanical Review

Good afternoon, Dr. Leonard—hope all is well! Can you please help facilitate the hiring of new basketball and football coaches for the Yellow Jackets??

In the meantime, we're responding to a METRO RFQ for Construction Manager of the new Southeast Police Precinct. Key info:

- Site address: 2491 Murfreesboro Pike, Nashville
- 20,000sf police precinct and 7,500sf multi-purpose community space
- Estimated construction cost: \$11.5M
- Construction Manager award: July 2022
- Design complete: December 2022
- Construction: August 2022 (early release of select trades) – June 2024

As we struggle through the current climate of escalation and material/equipment shortages, one thing that would help us during preconstruction is an early review of the mechanical narrative/equipment specs to look for any red flags from a pricing or lead time perspective. Is this something you all could do for this project? If so could you give me a cost for this by next Monday (4/11)? Obviously you would not need to be bonded.

Let me know and have a good week!

Derek

P.S.—Go Jayhawks! 😊

AMERICAN CONSTRUCTORS, INC.

Derek Martin, P.E., LEED AP | President and CEO

derekm@americanconstructors.us

O: 615.329.0123 | M: 615.566.3960

5203 Maryland Way

Brentwood, TN 37027



Derek Martin

From: Wendy Whittemore <wendy@aerialsoutheast.com>
Sent: Friday, April 1, 2022 11:47 AM
To: Derek Martin
Subject: RE: METRO RFQ 227239 - SE Police Precinct - Construction Photographs
Attachments: American_Nashville Southeast Police Precinct.pdf; American_MNP.jpg

Hi Derek! Thanks for the email. Quote is attached. If you need the “pre-con” shot before bid or sometime soon, let me know. We will do it for this cost.

And not sure how the site will be oriented. Looks like there is an old box store there now...I have attached a google view if you could outline.

Been trying to get to the Predators again with Amy but I'm busy on Tuesdays...Hoping to get to a Thursday game soon. Have a great weekend as well!

Wendy Whittemore

CEO/Flight Commander

aerial innovations southeast

202 south 17th street nashville, tn 37206

o: 615.650.2002 **f:** 615.650.2111 **c:** 615.415.7397

www.aerialsoutheast.com

From: Derek Martin [mailto:derekm@americanconstructors.us]
Sent: Friday, April 01, 2022 10:29 AM
To: Wendy Whittemore <wendy@aerialsoutheast.com>
Subject: METRO RFQ 227239 - SE Police Precinct - Construction Photographs

Howdy and happy Friday! We're responding to a METRO RFQ for Construction Manager of the new Southeast Police Precinct. Key info:

- Site address: 2491 Murfreesboro Pike, Nashville
- 20,000sf police precinct and 7,500sf multi-purpose community space
- Estimated construction cost: \$11.5M
- Construction Manager award: July 2022
- Design complete: December 2022
- Construction: August 2022 (early release of select trades) – June 2024

Can you give me a cost for a set of aerial photographs of the site prior to groundbreaking? Assume that once construction starts you would then do monthly shots. Obviously you would not need to be bonded.

If you could let me know by next Friday, April 8th that'd be great.

Thanks and have a great weekend!

DM

AMERICAN CONSTRUCTORS, INC.

Derek Martin, P.E., LEED AP | President and CEO

derekm@americanconstructors.us

O: 615.329.0123 | M: 615.566.3960

5203 Maryland Way

Brentwood, TN 37027



	<p>Aerial Innovations Southeast 202 South 17th St Nashville, TN 37206 Wendy Whittemore Phone: 615-650-2002 Email: wendy@aerialsoutheast.com</p>	<p>Estimate 4/1/2022</p>
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<p>Aerials from Helicopter or Airplane</p>	<p>UAV/Drone Stills, Video & Editing</p>	<p>Ground Interiors, Exteriors & Twilight</p>
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<p>Derek Martin American Constructors, Inc PO Box 947, Brentwood, TN 37024</p>	<p>Phone: +1 615-329-0123 Email: derekm@americanconstructors.us <i>All invoices will be sent to this email unless otherwise indicated.</i></p>
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Assignment Description	Cost
<p>Monthly Aerial Progress on a Regular Flight of Nashville Police Southeast Precinct 4 - views each month taken approx 1st or 17th of the month Client to receive 1 scan of each view sent via Email Scans emailed to client, billed per flight, 4 times minimum</p>	<p>\$245.00</p>

Additional Options Available

Title Block
Prints, vertical views, etc.
Ask about our ground and drone photography & video!

Licenses & Permissions Granted

American Constructors & Project Owner to have license to use images for marketing Included
All images are Copyright Aerial Innovations Southeast
Please contact us for any third party use by other companies

Totals

Shipping Via UPS (\$11.50) or USPS (\$3.50)	\$0.00
Subtotal	\$245.00
Sales Tax (Client Office - TN 9.25%, KY 6%)	\$22.66
Total - Net 30	\$267.66

Signature for Approval:

Aerial Innovations Southeast covers Georgia, Tennessee, Kentucky and beyond since 1991. We are a certified DBE/FBE, carry \$2 million in liability and worker's compensation. We are FAA licensed UAV pilots, have full Drone Insurance including General Liability.

Estimate Subject to change if and when specs change.
www.aerialsoutheast.com

Derek Martin

From: Derek Martin
Sent: Monday, April 4, 2022 1:25 PM
To: Gwendolyn Sims
Subject: METRO RFQ 227239 - SE Police Precinct - Construction Photographs

Hi, Gwen—hope you had a good weekend! Sunday was beautiful. I'm bummed that our MDHA project got cancelled and we won't get to work with you. I also enjoyed working with the MDHA folks. Hopefully we'll get another opportunity soon!

In the meantime, we're responding to a METRO RFQ for Construction Manager of the new Southeast Police Precinct. Key info:

- Site address: 2491 Murfreesboro Pike, Nashville
- 20,000sf police precinct and 7,500sf multi-purpose community space
- Estimated construction cost: \$11.5M
- Construction Manager award: July 2022
- Design complete: December 2022
- Construction: August 2022 (early release of select trades) – June 2024

We could use your help (continuing) to make personal connections with the DBE community. For this project I envision 2 in-person information sessions: one after bid documents are 50% complete and folks can start to learn about the project, and one once bid documents are complete to guide them through the bid process. I'd love to have the architect attend these, too.

We'd act as host and coordinate for a large enough meeting space. Would you be willing to chair these 2 meetings and develop the agenda, identify /recruit attendees and manage any follow up? If so could you send me a proposal by next Monday (4/11)? If you want to do a not-to-exceed price we can do it that way. Obviously you would not need to be bonded.

Let me know and hope you have a good week!

Derek

P.S.—Just finished another project with CMG Painting (Ford dealership in Columbia) and fixin' to start another one (high-rise apartment renovations in Madison)—they're one of our go-to subcontractors now!

AMERICAN CONSTRUCTORS, INC.

Derek Martin, P.E., LEED AP | President and CEO

derekm@americanconstructors.us

O: 615.329.0123 | M: 615.566.3960

5203 Maryland Way

Brentwood, TN 37027



Derek Martin

From: gdavis@simsdiversityconsult.com
Sent: Monday, April 11, 2022 2:34 PM
To: Derek Martin
Subject: DBE Outreach Services Proposal
Attachments: American Constructors 4-11-22.pdf

Good Afternoon Derek,

See the attached proposal regarding the Metro RFO for CM for the new Southeast Police Precinct.

Let me know if you need anything additional about the proposal.

Gwen

Gwendolyn (Gigi)

SIMS STRATEGIC DIVERSITY CONSULTANTS

Diversity Program Design & Management

STRATEGIC | VISIONARY | INNOVATIVE

Phone: 615-504-2244

Email: gdavis@simsdiversityconsult.com

Website: www.simsdiversity.com

SIMS STRATEGIC DIVERSITY CONSULTANTS

Diversity Program Design & Management

STRATEGIC | VISIONARY | INNOVATIVE

April 11, 2022

ATTENTION: **AMERICAN CONSTRUCTORS, INC.**
Derek Martin, P.E., LEED AP | President and CEO
5203 Maryland Way
Brentwood, TN 37027

PROPOSAL

Diversity Business Enterprise Outreach Services

PROJECT

Metropolitan Nashville Government RFQ for Construction Manager of the new Southeast Police Precinct. Site address: 2491 Murfreesboro Pike, Nashville

SIMS STRATEGIC DIVERSITY CONSULTANTS

Proposes to provide the following services to American Constructors:

A. Outreach to Identify DBEs

Make personal connections with the DBE community. Coordinate activities for two in-person information sessions:

1. Session I. After the bid documents are 50% complete, introduce the project to DBEs.
2. Session II. After the bid documents are completed, introduce DBEs to the project and guide them through the bid process.
3. Coordinate the architect's attendance.

B. Facilitate Two DBE Networking Sessions

1. Develop the agenda and other related meeting materials
2. Follow with DBEs

COST

Rate: 100.00 Hour

Not to exceed \$4500.00

BAO Small Business Assessment Sheet

BAO Specialist: Evans Cline
Contract Specialist: Scott Ferguson
Date: 5/24/22

Department Name: General Services
RFQ#: 227239

Project Name: CMAR for Southeast Police Precinct Construction

Primary Contractor*	Prime Bid Amount	Total Proposed SBE (\$)	Acknowledged SBE Requirement ?	SBE (%)	Comments
American Constructors, Inc.	\$ 17,762.00	\$ 5,263.00	Yes	30%	The prime is not an approved SBE and acknowledged the 14% SBE/SDV requirement over the life of the contract. Prime proposed the utilization of the following SBEs: E Solutions for Buildings, LLC at \$495/2.79% , Aerial Innovations at \$268/1.51% , and Sims Strategic Diversity Consultants at \$4500/25.33% .