



METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

9/13/2021 | 2:41 PM CDT

Daniel Kelly
RSS- Nashville, Inc
7119 Cockrill Bend Blvd
Nashville, TN 37209

Re: **RFQ # 134210, Roofing Repair and Replacement Services**

Dear Mr. Kelly:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ # 134210 for Roofing Repair and Replacement Services. This letter hereby notifies you of Metro's intent to award to RSS-Nashville, Inc, 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 Sierra Washington, BAO Representative, at 615-880-2783 or at Sierra.washington@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

| Solicitation Title & Number | SBE/SDV Requirement | RFP Cost Points |
|--|---------------------|-----------------|
| RFQ 134210; Roofing Repairs and Replacement Services | 9% | 40 |

| Offeror's Name | Total Bid Amount | RFP Cost Points |
|---------------------------------|------------------|-----------------|
| Maxwell Roofing & Sheet Metal | \$18,667,359.00 | 40.00 |
| RSS- Nashville, Inc | \$31,083,475.00 | 24.02 |
| Ragan Construction Co., Inc | \$34,301,362.50 | 21.77 |
| Porter Roofing Contractors, Inc | \$45,783,050.65 | 16.31 |
| Collier Roofing Co., Inc | \$66,008,508.00 | 11.31 |

**RFQ 134210 Roofing Repair and Replacement Services
Evaluation Committee Score Sheet**

| Offeror (Yes/No) | Maxwell Roofing & Sheet Metal Yes | Porter Roofing Contractors, Inc Yes | Ragan Construction Co., Inc Yes | RSS-Nashville, Inc Yes | Collier Roofing Co., Inc Yes |
|--------------------------------------|---|---|---------------------------------------|------------------------------|------------------------------------|
| Cost (40) | 40.00 | 16.31 | 21.77 | 24.02 | 11.31 |
| Qualification and Experience (30) | 28.00 | 27.00 | 28 | 29 | 28 |
| Capacity to Perform (30) | 27.00 | 25.00 | 25 | 28 | 30 |
| Total Evaluation Scores | 95.00 | 68.31 | 74.77 | 81.02 | 69.31 |

Evaluation Comments

Maxwell Roofing & Sheet Metal

Strengths
Emergency response procedure detailed in the Capacity to Perform section. Discussed warranty offered and acknowledged firm's adequate machinery and equipment to perform work. Listed out projects within the last five years in detail and included all requested information in the Qualifications and Experience section. Responded to all bullet points in Qualifications and Experience Section and Capacity to Perform section.

Weaknesses
Did not list mobile equipment just sheet metal work in the qualifications and experience section. In capacity to perform section, did not clearly define firm's organizational structure.

Porter Roofing Contractors, Inc

Strengths
Gave list of projects for the past five years in detail. Described professional certifications of key personnel in detail.

Weaknesses
In Capacity to Perform section; gave general statement of products but did not describe products and/or services. Lacked detail in emergency response procedure. List 5 project coordinators however did not give Main contact.

Ragan Construction Co., Inc

Strengths
Very detailed in the Qualification and Experience section. Very detailed, descriptive main project coordinator section of the capacity to perform.

Weaknesses
In firm's organizational structure it lacked responsibilities and a firm's location, emergency response procedure lacked detail in the capacity to perform section. Gave general statement of professional certifications but not specific to key personnel.

| RSS-Nashville, Inc | |
|--------------------|--|
| Strengths | Mentioned recycling materials and listed out subcontractors and good detail list of available equipment/machinery in the Qualification and Experience section. Very detailed, descriptive project manager for the Quality Assurance Plan section of the capacity to perform. |
| Weaknesses | Listed professional certifications of key personnel but not in proposed services. Did not demonstrate company's ability to manage and respond to multiple projects of similar scale and complexity in the capacity to perform section . |

| Collier Roofing Co., Inc | |
|--------------------------|--|
| Strengths | In Capacity to Perform section; gave information/details for all bullet points. Provided in detail projects of size and scope for the past five years. |
| Weaknesses | In qualifications and experience section, gave emails but no phone numbers as request for the minimum of 3 projects bullet. Only provided 2 items for the requested list of available equipment/machinery. |

BAO SBE Assessment Sheet

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|---|
| BAO Specialist: Sierra Washington |
| Contract Specialist: Marissa Conklin |
| Date: 08/26/2021 |
| Department Name: General Services |
| RFP/ITB Number: 134210 |

Project Name: Roofing Repairs and Replacement Services

| Primary Contractor | Bid Amount | SBE/SDV Requirement Acknowledged? | Total Proposed SBE (\$) | Comments |
|----------------------|--------------|-----------------------------------|-------------------------|--|
| RSS- Nashville, Inc. | \$31,083,475 | Yes | TBD | The Prime is not an approved SBE and proposed the utilization of Elite Roofing Co. 9%. Proposer acknowledged the 9% SBE/SDV participation expectations over the life of the project as required by the solicitation and consequences of misrepresentation. |



Statement of M/WBE Utilization

Proposer's/Firm's Name: **RSS-Nashville, Inc.** Proposer's Phone #: **615-350-6200**

Solicitation Title: **Roofing Repairs and Replacement Services** Proposer's Email Address: **dkelly@rssnashville.com**

Solicitation #: **134210** Amount Self-performed: **0**

Proposer's/Firm's Ownership: **Non-M/WBI** Total Bid Amount: **9% MBE and 3% WBE**

Proposed EBO Goal (%): **9** MBE% **3** 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 | Elite Roofing Co. | 1048 Jefferson St, Nashville, TN 37208 | 615-259-0774 | MBE | Select | | Material & Labor Supply | TBD | 9% |
| 2 | HQ Direct, LLC | 535 Spence Lane, Nashville, TN 37210 | 615-254-7444 | WBE | Select | | Labor Supply | TBD | 3% |
| 3 | Liberty Waste, LLC | 411 Woodcrest Ave, Nashville, TN 37210 | 615-350-8480 | MBE | Select | | Supply Portable Toilets | TBD | <1% |
| 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)

Daniel Kelly - VP

Date

08/25/2021

*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.

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Has Prime Complied with EBO Goal? **YES** If No, Good Faith Efforts Met? **NO**

BAO Representative: Sierra Washington

Date: 08/25/21

| | | | | |
|------------------------------|----|---|----|-----|
| Total MBE Subcontracting | 9 | % | \$ | TBD |
| Total WBE Subcontracting | 3 | % | \$ | TBD |
| Total MBE/WBE Participation: | 12 | % | \$ | TBD |