



Notice of Intent to Award

Solicitation Number	231241	Award Date	5/18/22
Solicitation Title	Local Economic Development Strategy		
Buyer Name	Zak Kelley	Buyer Email	zak.kelley@nashville.gov
BAO Rep	Christopher Wood	BAO Email	christopher.wood@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	HR&A Advisors	Company Contact	James Splendore	
Street Address	99 Hudson Street, Third Floor			
City	New York	State	NY	Zipcode 10013
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 en (10) days after such aggrieved person knows or should have known of the facts giving rise thereto.

MHL

 Michelle A. Hernandez Lane
 Purchasing Agent & Chief Procurement Officer



RFQ 231241 – Local Economic Development Strategy

Rank	Company	Qualifications & Experience (40 Points)	Project Approach (40 Points)	Cost Criteria (20 Points)	Financial Offer	Total Points (100)
5	Angelou Economics	32	30	16.78	\$675,000.00	78.78
4	Economic Decisions Group	34	35	17.15	\$660,170.00	86.15
2	Fourth Economy	36	36	18.94	\$598,086.00	90.94
1	HR&A Advisors	36	37	20	\$566,250.00	93
3	TIP Strategies	35	37	15.1	\$750,000.00	87.10

Angelou Economics	
Strengths	Weaknesses
<p>Similar projects demonstrate expertise in economic development studies and meets expectations in this regard.</p> <p>Project narrative demonstrates elevated understanding of current economic situation in Nashville and is above expectations in this regard.</p>	<p>Similar projects do not demonstrate adequate understanding of racial equity, inclusion, and intersectionality of lived experiences and identities and are below expectations in this regard.</p> <p>Similar projects are too narrow relative to size and scope of the LEDS and are below expectations in this regard.</p> <p>Organizational chart does not demonstrate capacity of subcontractors to perform work proposed and is below expectations in this regard.</p> <p>Project narrative does not demonstrate cultural competency relative to engagement with New American and immigrant communities and is below expectations in this regard.</p> <p>Project narrative does not sufficiently address scope relative to racial and economic reconciliation and neighborhood investment and is below expectations in this regard.</p> <p>Project narrative lacks specificity relative to communicating with the Mayor’s Office of Economic & Community Development and is below expectations in this regard.</p> <p>Offer does not sufficiently address project challenges, risks, and opportunities for innovation and is significantly below expectations in this regard.</p> <p>Anticipated timeline lacked specificity relative to tasks and key milestones and is below expectations in this regard.</p>

RFQ 231241 Local Economic Development Strategy

Economic Decisions Group	
Strengths	Weaknesses
<p>Similar projects demonstrate experience with LEDES stakeholders in the Nashville market and are above expectations in this regard.</p> <p>A majority of similar projects are highly relevant to the LEDES relative to size and scope and are above expectations in this regard.</p> <p>Organizational chart clearly identifies project manager and the role of each team member relative to the LEDES and is above expectations in this regard.</p> <p>Organizational chart utilizes table 2 to clearly demonstrate the expertise of team members relative to the LEDES and is above expectations in this regard.</p> <p>Project narrative integrates equity into data collection efforts and is above expectations in this regard.</p> <p>Anticipated timeline demonstrates nuanced understanding of tasks, deliverables, and need to integrate equity and inclusion in all aspects of the LEDES and is above expectations in this regard.</p>	<p>Similar projects do not demonstrate adequate understanding of racial equity, inclusion, and intersectionality of lived experiences and identities and are below expectations in this regard.</p> <p>A minority of similar projects are not relevant to the LEDES relative to size and scope and are below expectations in this regard.</p> <p>Organizational chart does not demonstrate capacity of subcontractors to perform work proposed and is below expectations in this regard.</p> <p>Project narrative does not demonstrate cultural competency relative to engagement with New American and immigrant communities and is below expectations in this regard.</p>

Fourth Economy	
Strengths	Weaknesses
<p>Organizational chart clearly identifies individuals, including subcontractors, and their specific roles relative to the LEDES and is above expectations in this regard.</p> <p>Organizational chart demonstrates commitment to role of communications and outreach in the LEDES and is above expectations in this regard.</p> <p>Organizational chart identifies individuals, specifically the project manager, with past government service and is above expectations in this regard.</p> <p>Organizational chart demonstrates a balanced approach to the LEDES and the complex issues outlined in the scope of work and is above expectations in this regard.</p> <p>Project narrative emphasizes the importance of building the existing labor market and is significantly above expectations in this regard.</p> <p>Project narrative emphasizes the role of sustainability in building a resilient LEDES and is above expectations in this regard.</p> <p>Summary of project challenges, risks, and opportunities for innovation is exhaustive and above expectations in this regard.</p> <p>Anticipated timeline demonstrates nuanced understanding of tasks and deliverables and is above expectations in this regard.</p>	<p>Similar projects lack detail and are below expectations in this regard.</p> <p>Similar projects do not clearly align with the goals and outcomes for the LEDES and are below expectations in this regard.</p> <p>Similar projects do not demonstrate adequate understanding of racial equity, inclusion, and intersectionality of lived experiences and identities and are below expectations in this regard.</p> <p>Project narrative does not demonstrate cultural competency relative to engagement with New American and immigrant communities and is below expectations in this regard.</p>

RFQ 231241 Local Economic Development Strategy

HR&A Advisors	
Strengths	Weaknesses
<p>Similar projects include the impacts and outcomes of previous projects and are significantly above expectations in this regard.</p> <p>Similar projects demonstrate ability to perform work relative to size and scope of the LEDS and are above expectations in this regard.</p> <p>Similar projects demonstrate ability to work with cities similar to Metro relative to size and population demographics and is above expectations in this regard.</p> <p>Organizational chart demonstrates capacity of subcontractors to perform the work proposed and is above expectations in this regard.</p> <p>Organizational chart demonstrates commitment to equity and inclusion and is above expectations in this regard.</p> <p>Project narrative defines a process for coming to a shared vocabulary for diversity, equity, and inclusion and is significantly above expectations in this regard.</p> <p>Project narrative emphasizes the role of ecosystem mapping as an integral part of a LEDS and is above expectations in this regard.</p> <p>Anticipated timeline demonstrates understanding of tasks and subtasks necessary to complete the scope of work and is above expectations in this regard.</p>	<p>Individual components of the qualifications and experience section are somewhat disjointed and below expectations in this regard.</p> <p>Project narrative does not demonstrate some cultural competency relative to engagement with the New American and immigrant communities and is below expectations in this regard.</p> <p>Offer did not sufficiently address project challenges, risks, and opportunities for innovation and is below expectations in this regard.</p> <p>Anticipated project timeline is somewhat ambitious and may need to be elongated and is below expectations in this regard.</p>

TIP Strategies	
Strengths	Weaknesses
<p>Similar project demonstrate experience integrating equity and inclusion into LEDS's and are above expectations.</p> <p>Similar projects align with the LEDS relative to theme, size, scope, and outcome and are above expectations in this regard.</p> <p>Project narrative provides a clear plan for communicating with the Mayor's Office of Economic & Community Development and is above expectations in this regard.</p> <p>Project narrative provides a detailed implementation matrix and is above expectations in this regard.</p> <p>Project narrative integrates anchor institutions into the LEDS and is significantly above expectations in this regard.</p> <p>Project controls are clearly defined and above expectations in this regard</p> <p>Summary of project challenges, risks, and opportunities for innovation is robust and above expectations in this regard.</p>	<p>Organizational chart did not sufficiently integrate subcontractors and is below expectations in this regard.</p> <p>Project narrative does not demonstrate some cultural competency relative to engagement with the New American and immigrant communities and is below expectations in this regard.</p> <p>Project narrative does not sufficiently integrate diversity, equity, and inclusion the proposal and is below expectations in this regard.</p> <p>Project timeline was insufficiently detailed and unattainable and is below expectations in this regard.</p>