



Notice of Intent to Award

Solicitation Number	242250	Award Date	7/7/2022 5:25 PM CDT
Solicitation Title	Market Value Analysis & Economic Development Investment Study		
Buyer Name	Zak Kelley	Buyer Email	zak.kelley@nashville.gov
BAO Rep	Jeremy Frye	BAO Email	jeremy.frye@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	Reinvestment Fund	Company Contact	Jessica Guarneros	
Street Address	1700 Market Street, 19th Floor			
City	Philadelphia	State	PA	Zipcode 19103

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.

MLL Supervisor (Initial)

Michelle A. Hernandez Lane

Michelle A. Hernandez Lane
Purchasing Agent & Chief Procurement Officer



RFQ 242250 – Market Value Analysis & Economic Development Investment Study

Rank	Company	Qualifications & Experience (35 Points)	Project Approach (35 Points)	Diversity Plan (10 Points)	Cost Criteria (20 Points)	Financial Offer	Total Points (100)
3	Business Flare	28	24	10	11.99	\$164,400.00	73.99
2	Partners for Economic Solutions	27	29	1	20.00	\$98,600.00	77.00
4	PFM	30	30	1	06.60	\$298,590.00	67.60
1	Reinvestment Fund	33	34	2	13.60	\$145,000.00	82.60

Business Flare	
Strengths	Weaknesses
<p>Examples of similar projects’ references are highly reputable and above average in this regard.</p> <p>Organizational chart demonstrates diverse skillset for both prime and subcontractors and meets expectations in this regard.</p> <p>Organizational chart clearly identifies team members’ roles and meets expectations in this regard.</p> <p>Diversity practices evaluation includes a programmatic approach to diversity, equity and inclusion practices that is highly detailed and above expectations in this regard.</p>	<p>Examples of similar projects do not demonstrate sufficient understanding of legal landscape in Tennessee, local dynamics, leaders, stakeholders, relationships and are below expectations in this regard.</p> <p>Examples of similar projects are not sufficiently related to scope details and are below expectations in this regard.</p> <p>Examples of similar projects do not demonstrate sufficient experience with qualitative/quantitative data and analysis and are below expectations in this regard.</p> <p>Organizational chart does not demonstrate sufficient team member experience with qualitative/quantitative data and analysis and is below expectations in this regard.</p> <p>Project narrative is generic, not clearly aligned with scope details or desired outcomes, and is below expectations in this regard.</p> <p>Project narrative does not sufficiently address how respondent will approach scope details relative to data analysis and segmentation and is below expectations in this regard.</p> <p>Project narrative does not sufficiently address plans for coordinating, communicating, and scheduling work with Metro and is significantly 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>

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Partners for Economic Solutions	
Strengths	Weaknesses
<p>Examples of similar projects demonstrate significant experience with housing markets and are above expectations in this regard.</p> <p>Examples of similar projects demonstrate elevated understanding of legal landscape in Tennessee, local dynamics, leaders, stakeholders, relationships and are above expectations in this regard.</p> <p>Project narrative is aligned with scope details and desired outcomes for this project and meets expectations in this regard.</p> <p>Anticipated timeline includes a Gantt chart and is above expectations in this regard.</p>	<p>Examples of similar projects are not sufficiently aligned with the non-housing aspects of scope details and are below expectations in this regard.</p> <p>Organizational chart does not demonstrate sufficient staff capacity to perform the scope of work and is below expectations in this regard.</p> <p>Organizational chart does not demonstrate sufficient team member qualifications related to this project or experience on similar projects and is below expectations in this regard.</p> <p>Project narrative does not sufficiently address how respondent will approach scope details relative to data collection and analysis, commercial corridor analysis, or translation of qualitative and quantitative data into a public facing document and is below expectations in this regard.</p> <p>Project narrative does not sufficiently address plans for coordinating, communicating, and scheduling work with Metro and is significantly below expectations in this regard.</p> <p>Diversity practices evaluation lacks detail regarding diversity, equity, and inclusion practices and is below expectations in this regard.</p>

PFM	
Strengths	Weaknesses
<p>Examples of similar projects demonstrate understanding of legal landscape in Tennessee, local dynamics, leaders, stakeholders, relationships and are above expectations in this regard.</p> <p>Examples of similar projects demonstrate experience with governments in substantially similar municipalities and are above expectations in this regard.</p> <p>Organizational chart provides substantial detail relative to each team member's specific role on and qualifications related to this project and is above expectations in this regard.</p> <p>Organizational chart demonstrates capacity to perform entire scope of work and meets expectations in this regard.</p> <p>Project narrative is highly detailed, Nashville specific, aligns with desired outcomes, and is above expectations in this regard.</p> <p>Project narrative demonstrates elevated understanding of scope details relative to analysis of neighborhoods and economic corridors, data collection and analysis, and is above expectations in this regard.</p> <p>Project narrative includes highly detailed plan for coordinating, communicating, and scheduling work with Metro is above expectations in this regard.</p> <p>Project narrative emphasizes efficacy of utilizing existing tools, data, programs, and resources and is above expectations in this regard.</p>	<p>Some examples of similar projects are not directly related to the scope of work and are below expectations in this regard.</p> <p>Organizational chart does not demonstrate sufficient experience with housing markets and is below expectations this regard.</p> <p>Project narrative does not sufficiently address how respondent will approach scope details relative to translation of qualitative and quantitative data into a public facing document and is below expectations in this regard.</p> <p>Project narrative proposes use of data sets that are highly complex, potentially unsustainable, and is below expectations in this regard.</p> <p>Anticipated timeline is vague, unorganized, and below expectations in this regard.</p> <p>Offer requests significant and potentially irreconcilable exceptions to the standard Metro contract and is below expectations in this regard.</p> <p>Diversity practices evaluation lacks detail regarding diversity, equity, and inclusion practices and is below expectations in this regard.</p>

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Reinvestment Fund	
Strengths	Weaknesses
<p>Examples of similar projects are highly comparable relative to previous work on market value analysis and economic development and are significantly above expectations in this regard.</p> <p>Examples of similar projects, specifically with the City of New Orleans, demonstrate ability to manage both large projects and their smaller, equally important subprojects, and is significantly above expectations in this regard.</p> <p>Examples of similar projects demonstrate elevated ability to translate qualitative and quantitative data into public facing documents and is significantly above expectations in this regard.</p> <p>Organizational chart clearly demonstrates the qualifications and previous experience of all team members relative to this project and is above expectations in this regard.</p> <p>Organizational chart details experience with economic development in Metro and is above expectations in this regard.</p> <p>Project narrative is nuanced, demonstrates elevated understanding of scope details, and is above expectations in this regard.</p> <p>Project narrative outlines process for communicating dense qualitative/quantitative data to external stakeholders and is significantly above expectations in this regard.</p> <p>Project narrative includes detailed plans for coordinating, communicating, and scheduling work with Metro and is above expectations in this regard.</p> <p>Project narrative includes detailed plan to engage businesses and the public via focus groups and is above expectations in this regard.</p> <p>Summary of project challenges, risks, and opportunities for innovation is comprehensive and above expectations in this regard.</p> <p>Anticipated timeline is detailed, includes clear deliverables, and aligns with internal project timelines, and is above expectations in this regard.</p>	<p>Organizational chart proposes a team that seems small relative to the scope of work and is below expectations in this regard.</p> <p>Diversity practices evaluation lacks detail regarding diversity, equity, and inclusion practices and is below expectations in this regard.</p>