

Music City Center
Marty Dickens
Chairman of Convention Center Authority
601 Commerce Street
Nashville TN 37203

April 22, 2013

Subject: RFP 104-2012 Protest

Dear Mr. Dickens:

We would like to protest the award of contract for RFP 104-2012 "Temporary Labor Services". Our protest is based upon scoring under Small Business Participation Tab V and the explanation provided by the MCC.

It is our opinion that we should be awarded 10 full points because 1) we met the standards under Section V paragraph B of the RFP which stated, "A Small Business means a United States business which is independently owned and operated and which is not dominate in it's field of operation or an affiliate or subsidiary of a business dominant in it's field". We clearly meet this standard. The RFP did not indicate that we had to be certified by the state as a Small Business (certified as a WBE). I had even sent an email requesting clarification but received no response (see enclosed).

2) When I questioned this issue after the "intent to award" was emailed I was told by the MCC that because we had listed All/Pro Staffnet as a partner and even though they had responded that they would support us (see enclosed) we did not receive any points because they had also bid on the project. How is a list of potential bidders provided to other bidders before the due date? How were we made aware of this and where does it indicate this penalty in the RFP?

I have also included the most recent list from the RFP 104-2012 of "Approved Small Businesses" as you can see All/Pro Staffnet is no longer listed as a small business but Trojan Labor is. Please see the enclosed email indicating Trojan Labor's willingness to support us as well. It is very clear that we followed the RFP as indicated but did not receive the entitled and earned points because of possible inconsistencies within the RFP and grading system of the MCC. Once again we respectfully request that the scoring under Tab V be recalculated.

I am more than happy to discuss at your convenience and even though I have read through all parts of the RFP many times there is always the chance that I have missed or misunderstood a section or requirement. I look forward to hearing back from you.

On a side note the Center looks great and think we are all very excited about the opportunities that the MCC will provide businesses and the taxpayers of Nashville.

Sincerely,



Jeff Bates
Secretary

Subject: Small Business Definition

Date: Friday, March 29, 2013 11:40:28 AM CT

From: Jeff Bates

To: roxianne.bethune@nashvillemcc.com

Roxianne,

I hope you are well, got a quick question about the "small business section of RFP 104-2012. I am double guessing myself and just want to make sure that I have the right understanding before we seal our bid up and bring it over.

Section V (B) defines a small business as "independently owned and not dominate in it's field of operation". The recruiting industry is a US \$90B a year industry with many publically traded companies, based on this we meet the criteria of a small business, or am I missing something?

Any thoughts would be very much appreciated.

Thanks

Best Regards,

Jeff Bates

VP of Business Development

TA Staffing, Inc. | Visit our [Website](#)

Office: 615.366.1100

Cell: 615.479.0009

Fax: 615.366.1588

1100 Kermit Dr., Suite 105 | Nashville, TN 37217



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Subject: RE: RFP 104-2012
Date: Friday, March 29, 2013 2:50:44 PM CT
From: Cindy Cary
To: 'Jeff Bates'

Yes, we would support you as a back-up.

Cindy Cary
Administrative Manager
AllPro Staffnet, LLC
545 Mainstream Dr, Ste 402
Nashville, Tn 37228
Office: 615-848-1377, ext 107
Fax: 615-369-8603
email: ccary@allprostaffnet.com

From: Jeff Bates [mailto:jeff.bates@tastaffing.com]
Sent: Friday, March 29, 2013 1:00 PM
To: info@allprostaffnet.com
Subject: RFP 104-2012

We are bidding on the Music City Center Temporary Labor Business and wanted to know if we are awarded the contract would you be interested in supporting us a back-up.

Please let me know – thanks.

Best Regards,

Jeff Bates
VP of Business Development
TA Staffing, Inc. | Visit our [Website](#)
Office: 615.366.1100
Cell: 615.479.0009
Fax: 615.366.1588

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Subject: Re: RFP 104-2012
Date: Friday, March 29, 2013 12:53:57 PM CT
From: jolene dressel (sent by <jolenedressel@gmail.com>)
To: Jeff Bates

Thanks for reaching out. We are very interested. Please let me know what information you need from us.
Sincerely,

Jolene Dressel
TN Franchise Owner
Trojan Labor
Cell (615) 504-2061
Fax (615) 250-9762
jolene@trojanlabortn.com



On Fri, Mar 29, 2013 at 12:38 PM, Jeff Bates <jeff.bates@tastaffing.com> wrote:
Jolene,

We are bidding on the Music City Center Temporary Labor business and wanted to know if we are awarded the contract would you be interested in supporting us as a back-up.

Hope you are well and please let me know your thoughts.

Best Regards,

Jeff Bates

VP of Business Development
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