



METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

May 17, 2018

Mr. Bruce Miller
Populous
4800 Main Street, Suite 300
Kansas City, MO 64112

Re: **RFQ # 1033670, Major League Soccer Stadium Design Services**

Dear Mr. Miller:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above **RFQ # 1033670 for Major League Soccer Stadium Design Services**. This letter hereby notifies you of Metro's intent to award to **Populous**, contingent upon Sports Authority Board approval and successful contract negotiations.

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 Terri Troup by email at terri.troup@nashville.gov Monday through Friday between 8:30am and 3:30pm.

If the Procurement Nondiscrimination 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. Should you have any questions concerning this requirement, please contact Bryan Gleason, BAO Representative, at 615-862-6710 or at bryan.gleason@nashville.gov.

Thank you for participating in Metro's competitive procurement process.

Sincerely,

A handwritten signature in blue ink that reads "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.


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**Request for Mayoral Selection of A&E Firm
RFQ 1033670, Major Leadue Soccer Stadium Design Services**

Metro received eight (8) proposals for the A&E Review Board to consider. The Review Board submits for review and selection by the Mayor the top three (3) evaluated firms listed below in alphabetical order, accompanied by the Review Board's summary.

While it is acknowledged that the selection is solely that of the Mayor, it is the Review Board's recommendation that **Populous** be considered for this project.

A&E Firm: **Hellmuth, Obata & Kassabaum, Inc**

Strengths: Challenges and risk mitigation for the stadium project were detailed. Provided innovative and cost savings approaches that allow for a flexible growth design option for the project. Quality Assurance/Quality Management plan was detailed and significant. Proposed subconsultant team has Metro experience. Past experience on the project working with NSH is valuable and results in familiarity with the site and project. MLS experience includes Avaya Stadium (San Jose) and Mercedes-Benz Stadium (Atlanta). Non-MLS experience on projects of comparable scope in Edmonton, Alberta (Canada) Louisville, Detroit and Iraq.

Weaknesses: Community engagement plan lacked detail compared to some other Offerors. Only 2 MLS projects are actual constructed projects. Failed to provide acknowledgement of the firm's understanding that key staff shown in the proposal will be assigned as stated in the response unless written requests for substitutions are submitted and approved by Metro. Did not provide any information regarding past performance. Lack detail in strategic approach to maximized SMWBES.

DBE Plan: Proposer acknowledged 20% participation requirement of DBE over the life of the project as required by the solicitation. Proposed the engagement of DF & H Services (WBE) for MP & E, Moody Nolan (MBE) for Associate Architect, Domingo Gonzales & Associates (MBE) for Lighting, and Hawkin Partners, Inc. (WBE) for Landscape Architect. Consistent with the Procurement Code, actual dollar amounts will be confirmed upon contract award.

A&E Firm: **Populous**

Strengths: Approach and methodology was very thorough and provided a clear understanding of each tasks and subtasks to be completed on the project. Proposed a design to budget approach. Proposed using the Soccer Primer and a two day kickoff session. Very strong qualifications and experience demonstrated in 6 MLS projects since 2007. Expressed commitment to SBE/SDV participation,detailed strategic

approach, commitment to prompt payment and reporting of SBE/SDV participation.

Weaknesses: Approach and methodology lacked in innovation compared to other Offerors. Community engagement failed to demonstrate an understanding of the Fairgrounds and Neighborhood impact. Failed to provide acknowledgement of the firm's understanding that key staff shown in the proposal will be assigned as stated in the response unless written requests for substitutions are submitted and approved by Metro

DBE Plan: Proposer acknowledged 20% participaton requirement of DBE over the life of the project as required by the solicitation. Proposed the engagement of DF & H Services, Inc. (WBE) for M/E Engineering, Hawkins Partners, Inc. (WBE)for landscape design, and Morgan & Morgan (MBE) for DBE consulting. Consistent with the Procurement Code, actual dollar amounts will be confirmed upon contract award.

A&E Firm: **ROSSETTI Inc**

Strengths: Detailed approach and methodology; Identified challenges and risk highlighted some serious concerns such as labor shortages, changes to the existing Fairgrounds, site constraints, and neighborhood integration.

Weaknesses: Qualifications and experience demonstrated 3 European soccer stadium designs and 6 MLS projects, but the most recent project was in 2010. Failed to provide acknowledgement of the firm's understanding that key staff shown in the proposal will be assigned as stated in the response unless written requests for substitutions are submitted in approved by Metro. Lacked detailed in all areas of mention specifically regarding Efforts to Prompt Payment. Did not provide any information regarding Strategic Approach to Maximizing SMWBEs.

DBE Plan: Proposer acknowledged 20% participaton requirement of DBE over the life of the project as required by the solicitation. Proposed the engagement of Marcella Gomez & Associates. (MBE) for Branding & Public engagement, Wilmot, Inc. (WBE) for Sustainability Consulting, Hawkins Partners (WBE) for landscape architect, Logan Patri Engineering (MBE) for structural engineering, and SBLD for Speciality Lighting. Consistent with the Procurement Code, actual dollar amounts will be confirmed upon contract award

PNP Compliance Results From

Primary Contractor	PNP Compliant (Yes/No)	Determination Comments/% of Participation Proposed or Bid
<p>Department Name: Fairgrounds/Sports Authority RFP/ITB Number: RFQ #1033670 Project Name: Major League Soccer Stadium Design Svc.</p> <p style="color: blue;">Populous, Inc.</p>	Yes	<p>Proposer acknowledged 20% participation requirement of DBE over the life of the project as required by the solicitation. Proposed the engagement of DF & H Services, Inc. (WBE) for M/E Engineering, Hawkins Partners, Inc. (WBE) for landscape design, and Morgan & Morgan (MBE) for DBE consulting. Consistent with the Procurement Code, actual dollar amounts will be confirmed upon contract award.</p>
<p style="color: blue;">Rossetti</p>	Yes	<p>Proposer acknowledged 20% participation requirement of DBE over the life of the project as required by the solicitation. Proposed the engagement of Marcella Gomez & Associates. (MBE) for Branding & Public engagement, Wilmut, Inc. (WBE) for Sustainability Consulting, Hawkins Partners (WBE) for landscape architect, Logan Patri Engineering (MBE) for structural engineering, and SBLD for Speciality Lighting. Consistent with the Procurement Code, actual dollar amounts will be confirmed upon contract award.</p>
<p style="color: blue;">Hellmuth, Obata, & Kassabaum, Inc.</p>	Yes	<p>Proposer acknowledged 20% participation requirement of DBE over the life of the project as required by the solicitation. Proposed the engagement of DF & H Services (WBE) for MP & E, Moody Nolan (MBE) for Associate Architect, Domingo Gonzales & Associates (MBE) for Lighting, and Hawkin Partners, Inc. (WBE) for Landscape Architect. Consistent with the Procurement Code, actual dollar amounts will be confirmed upon contract award.</p>

Date: 5/8/18
 Metro Buyer: Terri Troup
 BAO Rep: Bryan Gleason

RFQ# 1033670 - Major League Soccer Stadium Design Services

Offeror	Crawford Architects, LLC	EOA Architects PLLC	HNTB Corporation	Hellmuth, Obata & Kassabaum, Inc.	M. Arthur Gensler Jr. & Associates, Inc.	Populous	ROSSETTI Inc	SCI Architects, P.C.
Approach and Methodology (25 Points)	18.0	12.0	20.0	23.0	8.0	20.0	20.0	5.0
Qualifications and Experience (45 Points)	25.0	20.0	27.0	38.0	30.0	42.0	35.0	15.0
Organizational Capacity (15 Points)	8.0	6.0	10.0	12.0	10.0	13.0	8.0	2.0
Diversity Plan (15 Points)	4.25	9.50	4.25	7.50	4.50	8.75	8.50	4.75
Total Evaluation Scores (100 Max Points)	55.25	47.50	61.25	80.50	52.50	83.75	71.50	26.75

Crawford Architects, LLC

Strengths – “Future Proof” and “Lean Design Process” included in approach proposed. Community engagement plan specifically as it relates to specific site. Subconsultants have Metro experience.

Weaknesses – Approach and Methodology lacked innovation and no MLS experience. Stadium and practice facility for the Minnesota Vikings was a new project. Smaller depth of capacity compared to other Offerors. Failed to provide acknowledgement of the firm understands that key staff shown in the proposal will be assigned as stated in the response unless written requests for substitutions are submitted and approved by Metro. Lacked detailed in all areas of mention specifically regarding Efforts to Prompt Payment. Did not provide any information regarding Strategic Approach to Maximizing SMWBEs.

EOA Architects LLC

Strengths – Local Nashville experience was good. Soccer design experience in Europe. Expressed commitment to SBE/SDV participation and Strategic Approach to maximizing SMWBEs.

Weaknesses - No MLS experience. Reference to the Nashville project as the “Cathedral of Soccer” led to concerns about cost and scope management. Approach and Methodology included critical reference to other stadium design projects, but didn’t acknowledge that those stadiums may have had limited budgets. Proposal demonstrated a lack of understanding of community engagement and they proposed a schedule that was reduced by 2 months. European sports facility experience includes a significant amount of studies as compared to actual constructed projects. Did not provide any information as to Efforts to Prompt Payment.

Hellmuth, Obata & Kassabaum, Inc

Strengths – Challenges and risk mitigation for the stadium project were detailed. Provided innovative and cost savings approaches that allow for a flexible growth design option for the project. Quality Assurance/Quality Management plan was detailed and significant. Proposed subconsultant team has Metro experience. Past experience on the project working with NSH is valuable and results in familiarity with the site and project. MLS experience includes Avaya Stadium (San Jose) and Mercedes-Benz Stadium (Atlanta). Non-MLS experience on projects of comparable scope in Edmonton, Alberta (Canada) Louisville, Detroit and Iraq.

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Weaknesses – Community engagement plan lacked detail compared to some other Offerors. Only 2 MLS projects are actual constructed projects. Failed to provide acknowledgement of the firm’s understanding that key staff shown in the proposal will be assigned as stated in the response unless written requests for substitutions are submitted and approved by Metro. Did not provide any information regarding past performance. Lack detail in strategic approach to maximized SMWBEs.

HTNB Corporation

Strengths – Detailed community engagement plan that integrated the Fairgrounds community.

Weaknesses – Capacity of team related to other Offerors. Qualifications and experience demonstrated was for soccer designs that have not been completed. No MLS stadiums designed in the United States. Depth of presence in the United States is limited since a majority of the proposed team members are located in Spain. Failed to provide acknowledgement of the firm’s understanding that key staff shown in the proposal will be assigned as stated in the response unless written requests for substitutions are submitted and approved by Metro. Lacked detailed in all areas of mention specifically regarding Efforts to Prompt Payment. Did not provide any information regarding Strategic Approach to Maximizing SMWBEs.

M. Arthur Gensler Jr. & Associates, Inc

Strengths – Successful (but limited) recent MLS experience includes LAFC (new construction) and BMO Field (renovation). Experienced subconsultant team.

Weaknesses – Failed to describe in detail how the scope of work will be approached, including major tasks and sub-tasks to be accomplished. Approach and Methodology do not seem to be specific to the Nashville stadium project. Entire proposal include typos and other grammatical errors. Qualifications and Experience lacked resumes of key individuals for some of the subconsultants. Did not provide any information regarding past performance. Lack detail in strategic approach to maximized SMWBEs, efforts to ensure prompt payment, and reporting SMWBE participation.

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Populous

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ROSSETTI Inc

Strengths – Detailed approach and methodology; Identified challenges and risk highlighted some serious concerns such as labor shortages, changes to the existing Fairgrounds, site constraints, and neighborhood integration.

Weaknesses – Qualifications and experience demonstrated 3 European soccer stadium designs and 6 MLS projects, but the most recent project was in 2010. Failed to provide acknowledgement of the firm’s understanding that key staff shown in the proposal will be assigned as stated in the response unless written requests for substitutions are submitted in approved by Metro. Did not provide detailed information regarding Strategic Approach to maximizing SWMBE, no mentioning of Efforts to prompt payments.

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SCI Architects, P.C

Strengths – N/A

Weaknesses – Approach and Methodology lacked significant detail, was not project specific and failed to demonstrate an understanding of the Nashville stadium project. Qualifications and experience failed to demonstrate projects of similar size, scope, and complexity. Failed to provide a detailed organizational chart that demonstrated how the team will be managed and corresponding team relationships. Failed to provide the number of full-time disciplines and associated locations for the entire team. Failed to provide acknowledgement of the firm’s understanding that key staff shown in the proposal will be assigned as stated in the response unless written requests for substitutions are submitted and approved by Metro. Lacked detailed in all areas of mention specifically regarding Efforts to Prompt Payment. Did not provide any information regarding Strategic Approach to Maximizing SMWBEs.

Proposer #	Commitment to SBE/SDV Participation on the project (5pts)	Strategic Approach to maximizing SBE/SDV (5 pts)	Efforts ensure prompt payment (2.5pts)	Monitoring and Reporting of SBE/SDV participation (2.5 pts)	Total	Strength	Weakness
Hellmuth, Obata & Kassbaum	2.50	1.25	2.50	1.25	7.50		Did not provide any information regarding past performance. Lack detail in strategic approach to maximized SMWBEs.
Gensler	2.50	1.25	0.75	0.00	4.50		Did not provide any information regarding past performance. Lack detail in strategic approach to maximized SMWBEs, efforts to ensure prompt payment, and reporting SMWBE participation.
Rossetti	3.00	3.50	0.00	2.00	8.50		Did not provide detailed information regarding Strategic Approach to maximizing SMWBE, no mentioning of Efforts to prompt payments.
SCIA	3.50	0.00	0.25	1.00	4.75		Lacked detailed in all areas of mention specifically regarding Efforts to Prompt Payment. Did not provide any information regarding Strategic Approach to Maximizing SMWBEs.
Crawford	2.50	0.00	0.25	1.50	4.25		Lacked detailed in all areas of mention specifically regarding Efforts to Prompt Payment. Did not provide any information regarding Strategic Approach to Maximizing SMWBEs.
EOA	2.50	4.50	0.00	2.50	9.50	Expressed commitment to SBE/SDV participation and Strategic Approach to maximizing SMWBEs.	Did not provide any information as to Efforts to Prompt Payment.
HNTB & Tuck Hinton	1.00	2.50	0.75	0.00	4.25		Lacked detailed in all areas of mention specifically regarding Efforts to Prompt Payment. Did not provide any information regarding Strategic Approach to Maximizing SMWBEs.
Populous, Inc.	5.00	0.00	1.25	2.50	8.75	Expressed commitment to SBE/SDV participation, detailed strategic approach, commitment to prompt payment and reporting of SBE/SDV participation.	