

**MINUTES OF THE DIVERSITY BUSINESS ENTERPRISE &  
PROCUREMENT COMMITTEE MEETING OF THE  
CONVENTION CENTER AUTHORITY OF THE  
METROPOLITAN GOVERNMENT OF NASHVILLE &  
DAVIDSON COUNTY**

The Diversity Business Enterprise (DBE) & Procurement Committee of the Convention Center Authority of the Metropolitan Government of Nashville and Davidson County (CCA) met on July 29, 2010 at 9:13 a.m., in Room 110 at the Nashville Convention Center, Nashville, Tennessee.

**DBE & PROCUREMENT COMMITTEE MEMBERS PRESENT:** Vonda McDaniel and Willie McDonald

**DBE & PROCUREMENT COMMITTEE MEMBERS NOT PRESENT:** Darrell Drumwright and Leo Waters

**OTHERS PRESENT:** Charles Robert Bone, Scott Black, Mark Sturtevant, Roxianne Bethune, Kelvin Jones, Gary Schalmo, Patrick Holcombe, Barbara Solari, Debbie Frank, Susan McDonald, and News Channel 4.

Vonda McDaniel, Chair of the DBE & Procurement Committee, opened the meeting for business.

**ACTION:** Willie McDonald made a motion to approve the Diversity Business Enterprise & Procurement Committee minutes of April 29, 2010. The motion was seconded by Vonda McDaniel and approved unanimously by the committee.

Ms. McDaniel began by asking Gary Schalmo to give a project update. There was a brief discussion about Greyhound.

Roxianne Bethune was then asked to report. She began by talking about the Surety Assistance Program. There was discussion about the training process.

She then discussed and there was conversation about the networking events, vendor fairs, and attendance at those events. (Attachment #1)

Ms Bethune then walked through the quarterly reports that are sent to the State. (Attachment #2) There was discussion about the reporting information received and how that is gathered. She then reviewed the DBE participation numbers for the quarter. (Attachment #3) She noted for the money spent during the quarter we were at 17% DBE participation but for the money spent to date on the project we are at 22% DBE participation. Next, Ms. Bethune shared the procurement log for the quarter. (Attachment #4) There was discussion about the companies that didn't get the contracts and about local participation on the project.

Debbie Frank then gave an update on the Workforce Development Program. (Attachment #5)

With no additional business a motion was made to adjourn, with no objection the DBE & Procurement Committee of the CCA adjourned at 10:00 a.m.

Respectfully submitted,



---

Mark Sturtevant  
Project Manager  
Music City Center

Approved:



---

Vonda McDaniel, Chairman  
CCA DBE & Procurement Committee  
Meeting Minutes of July 29, 2010

# PLEASE COME JOIN US OPPORTUNITIES FOR YOUR BUSINESS!

## MUSIC CITY CENTER NASHVILLE, TENNESSEE

Attention all contractors, subcontractors and /or vendors, the Music City Center Project is an opportunity you don't want to miss; opportunities to network with the Music City Center Project Team as well as other potential prime contractors, sub-contractors, and vendors.

### MARK YOUR CALENDAR & SAVE THE DATES

#### **July 7, 2010 5:30pm-7:30pm**

The Onyx Room  
624 Jefferson Street, Nashville, TN 37208  
(Across from the Bicentennial Mall)

**Networking Session** Carpet, Ceramic & Quarry Tile, Resilient Flooring & Base, Wood Flooring, Food Service Equipment, Millwork, Miscellaneous Metals, Ornamental Iron & Railings, Residential Appliances, Roofing, Stone, Waterproofing

#### **July 14, 2010 5:30pm-7:30pm**

The Onyx Room  
624 Jefferson Street, Nashville, TN 37208  
(Across from the Bicentennial Mall)

**Networking Session**  
Drywall (including: Metal Framing, Roof Carpentry, Acoustical Ceilings, Linear Ceilings, GFRC, GFRP, Plastic Paneling, Acoustical Paneling, Stretch Fabric Wall Systems & Direct Applied, Sheathing), Glazing and Storefront (Interiors), Hollow Metal Doors/Frames and Hardware, Joint Sealants, Painting

#### **July 22, 2010 2:00pm-7:30pm**

Nashville Convention Center  
601 Commerce Street, Nashville, TN 37203

**Networking Fair**  
Entrance Mats, Fireproofing, Fire Protection Specialties, Flagpoles, Landscaping, Site Concrete and Asphalt, Loading Dock Equipment, Lockers, Mesh Partitions, Overhead Doors & Grills, Parking Control Equipment, Projection Screens, Stage Curtains, Signage, Toilet Partitions & Accessories, Traffic Signals, Wall Protection & Corner Guards, Window Treatments, Window Washing Equipment

#### **July 28, 2010 5:30pm-7:30pm**

The Onyx Room  
624 Jefferson Street, Nashville, TN 37208  
(Across from the Bicentennial Mall)

**Networking Session**  
ALL TRADES INVITED

The Convention Center Authority has established a Diversity Business Enterprise (DBE) Program to enhance the participation of minority, women and small business enterprise firms in the Music City Center Project. The DBE Program has been implemented to support the Music City Center contracting goal of a minimum of 20% DBE participation.

[www.musiccitycenterdbe.com](http://www.musiccitycenterdbe.com)







Project Management & Development

July 20<sup>th</sup>, 2010

Mr. Justin P. Wilson  
Comptroller of The Treasury  
State Capitol  
Nashville, Tennessee 37243-1402

Dear Mr. Wilson:

Submitted herewith is the quarterly Music City Center Compliance Report for the period of April 1 to June 30<sup>th</sup>, 2010. This report includes project spending with minority and non-minority contractors, vendors, suppliers and professional service providers. It includes the procurement dollars spent and percentages for the 2nd quarter- CY- 2010 in the initial stages of construction of the convention center project. With final approval in late January behind us, site demolition, utility relocation and excavation nearly completed ending with the final building in the project foot print (Greyhound), our site preparation is nearly completed.

The 2nd quarter dollars paved the way for the Music City Center Project to build a solid foundation. Please, note that the majority of the spending reflected in this report is largely site preparation and final phase of architectural & engineering that will produce 100% drawings.

We have included in this report workforce data of the persons working on the project as the legislation requires. This information we will continue to collect throughout the construction phase of the project.

The Music City Center Compliance Report is being submitted as required in the format you see before you on a quarterly basis.

Thank you and your office for your assistance.

Sincerely,

Roxianne Bethune  
Diversity Business Enterprise Manager

Attachments

cc: Marty Dickens  
Larry Aterna  
Rich Riebeling  
Mark Sturtevant  
Richard Norment

## The Convention Center Compliance Report

**Minority Report:** Expenditures of funds to Minority owned businesses.

QUARTER	MINORITY BUSINESS ENTERPRISES	NON MINORITY BUSINESS ENTERPRISES	TOTAL ALL BUSINESSES
Quarter 2nd –CY 2010	\$1,173,560.74	\$15,839,548.12	\$17,013,108.86
PERCENTAGE	6.9%	93.1%	100%

**Workforce Data:** (see attached work sheet) Data on the race, religion, ethnic background and sex of the workforce of each person that receives funds from the Convention Center Fund as the legislation requires.

This information we will continue to collect throughout the construction phase of the project.

**Investigations Data:** This monitors the results of minority owned business participation with periodic investigation to ascertain whether minority owned business participation is being achieved at a level contemplated. We have in place monitors for good faith and outreach efforts performed by the contractors pursuing work on the convention center project.

**Quarter 2nd CY 2010:** The forecast of minority participation has increased in numbers and continues to improve. We expect the participation levels to continue with an upward trend. The 2<sup>nd</sup> quarter construction phase of the project has a total of 16 minority contractors. Of that number all are local with the exception of 3 out of town contractors.

Should you have any questions please feel free to contact me at (615) 880-1454 or via email [roxianne.bethune@nashvillemcc.com](mailto:roxianne.bethune@nashvillemcc.com).





**April-May-June  
2010  
DBE Participation Numbers**

TYPE OF SERVICE		(1) NON-DIVERSITY BUSINESS ENTERPRISE	(2) AFRICAN AMERICAN MALE	(3) AFRICAN AMERICAN MBE FEMALE	(5) HISPANIC AMERICAN MALE	(7) ASIAN PACIFIC AMERICANS	TOTAL MBE DOLLARS	WBE DOLLARS	SBE DOLLARS	TOTAL EXPENDITURES
INSURANCE	WILLIS	\$ 35,838.60								\$ 35,838.80
	Alexander & Associates (MBE)		\$ 25,697.20				\$ 25,697.20			\$ 25,697.20
Project Mgmt	Turner Universal Construction Co.	\$ 55,590.52								\$ 55,590.52
	Remnant			\$ 14,871.70			\$ 14,871.70			\$ 14,871.70
Legal	Miller & Martin	\$ 271,302.97								\$ 271,302.97
	Smith & Hirsch (MBE)		\$ 49,264.50				\$ 49,264.50			\$ 49,264.50
	Bone McAllester Norton	\$ 96,200.00								\$ 96,200.00
	Blackshear (Gonzales, Saggio and Harlan)			\$ 24,050.00			\$ 24,050.00			\$ 24,050.00
Architect & Engr	Thompson Ventulett Stainback & Associates	\$ 2,165,426.20								\$ 2,165,426.20
	Tuck Hinton (SBE)							\$ 350,969.14		\$ 350,969.14
	Moody Nolan, Inc. (MBE)		\$ 373,423.49				\$ 373,423.49			\$ 373,423.49
	Barge Waggoner Sumner & Cannon	\$ 75,856.80								\$ 75,856.80
	I.C. Thomasson Associates	\$ 303,426.15								\$ 303,426.15
	Ross Bryan Associates	\$ 343,608.64								\$ 343,608.64
	K.S. Ware & Associates (WBE)							\$ 4,095.00		\$ 4,095.00
	Logan Patri Engineering, Inc. (MABE)					\$ 106,167.57	\$ 106,167.57			\$ 106,167.57
	Engineering Consultants Services, Inc. (MBE)		\$ 119,673.80				\$ 119,673.80			\$ 119,673.80
	Catt-Lyon Design & Wayfinding Consultants (WBE)							\$ 36,013.50		\$ 36,013.50
	Howe Engineers, Inc.									\$ -
	Culinary Advisors (WBE)							\$ 12,539.84		\$ 12,539.84
	C.M. King & Associates (WBE)							\$ 31,148.15		\$ 31,148.15
	JA Engineering, LLC (MBE HISPANIC)				\$ 15,079.25		\$ 15,079.25			\$ 15,079.25
	McCleskey Consulting (SBE)								\$ 10,575.87	\$ 10,575.87
Professional Svcs	Barge Waggoner Sumner & Cannon	\$ 2,980.00								\$ 2,980.00
Geotechnical	TTL	\$ 58,331.87								\$ 58,331.87
	MME(MBE)		\$ 3,365.00				\$ 3,365.00			\$ 3,365.00
Real Estate	Nashville Commercial Real Estate	\$ 1,975.00								\$ 1,975.00
	Genesis Real Estate Group (MBE)		\$ 1,975.00				\$ 1,975.00			\$ 1,975.00
CONST. MGMT	Bell/Clark Construction	\$ 5,771,847.20								\$ 5,771,847.20
	Harmony (Hermosa, ETMC & Hardin) (MBE)		\$ 312,349.70				\$ 312,349.70			\$ 312,349.70
	Business Resource Group (MWBE)			\$ 18,400.00			\$ 18,400.00			\$ 18,400.00

**April-May-June  
2010  
DBE Participation Numbers**

TYPE OF SERVICE		(1) NON-DIVERSITY BUSINESS ENTERPRISE	(2) AFRICAN AMERICAN MALE	(3) AFRICAN AMERICAN MBE FEMALE	(5) HISPANIC AMERICAN MALE	(7) ASIAN PACIFIC AMERICANS	TOTAL MBE DOLLARS	WBE DOLLARS	SBE DOLLARS	TOTAL EXPENDITURES
	Diversified Building Systems Inc. (MBE)		\$ 10,356.91				\$ 10,356.91			\$ 10,356.91
Abatement/ Demolition	Bomar	\$ 67,938.05								\$ 67,938.05
	King & Associates	\$ 180,462.50								\$ 180,462.50
	Levy Industrial Const.							\$ 31,289.03		\$ 31,289.03
	Heitman Architects	\$ 136,164.72								\$ 136,164.72
	Mountain State	\$ 2,479,918.36								\$ 2,479,918.36
Excavation	Shane Trucking (SBE)								\$ 17,493.77	\$ 17,493.77
	Robinson Const (SBE)								\$ 345,750.00	\$ 345,750.00
	Denney Trucking (SBE)								\$ 42,240.00	\$ 42,240.00
	Kathy Freeman (WBE)							\$ 143,910.00		\$ 143,910.00
	H&N Excavating and Trucking (SBE)								\$ 5,970.00	\$ 5,970.00
	Gilley Trucking, LLC (SBE)								\$ 11,715.00	\$ 11,715.00
	Bill Belcher Trucking (SBE)								\$ 14,385.00	\$ 14,385.00
	Bratton Bros									
	CCK Construction	\$ 489,410.17								\$ 489,410.17
	Sunrise Contracting Inc (WBE)							\$ 135,600.00		\$ 135,600.00
	CME Systems (MBE)		\$ 31,514.00				\$ 31,514.00			\$ 31,514.00
	Concrete Pump Partners (SBE)								\$ 14,325.84	\$ 14,325.84
	Alpha Insulation (MBE)						\$ -			\$ -
T&T Steel Erectors (SBE)								\$ 14,213.63	\$ 14,213.63	
Edwards Electric Co. (SBE)								\$ 111,215.57	\$ 111,215.57	
Industrial Sales (WBE)							\$ 180,868.46		\$ 180,868.46	
Nate Hatcher (MBE)		\$ 35,153.92				\$ 35,153.92			\$ 35,153.92	
CECO	\$ 811,282.69								\$ 811,282.69	
Shrop-Vickers (MBE)		\$ 3,659.13				\$ 3,659.13			\$ 3,659.13	
Gerdau Ameristeel	\$ 12,543.40								\$ 12,543.40	
Metro Ready Mix	\$ 8,229.78								\$ 8,229.78	
Summit Const. Inc.	\$ 688,394.44								\$ 688,394.44	
Utility Relocation	Gridiron(MBE)		\$ 28,559.57				\$ 28,559.57			\$ 28,559.57
	BAC Paving (WBE)							\$ 50,871.60		\$ 50,871.60
	Irwin Concrete (SBE)								\$ 133,874.00	\$ 133,874.00
	Mid State Trucking (SBE)								\$ 10,029.15	\$ 10,029.15
	Menck Trucking (SBE)								\$ 18,970.00	\$ 18,970.00
	Lu, Inc	\$ 32,960.09							\$ 32,960.09	
Fencing & Barricades	American Custom (MBE)		\$ -				\$ -			\$ -
	Prime Security (MBE)		\$ -				\$ -			\$ -
	Boulton Enterprise (MBE)		\$ -				\$ -			\$ -
	Superior Traffic Contl.(WBE)							\$ 4,804.22		\$ 4,804.22
Blast Survey	VCE, Inc.(SBE)							\$ 3,058.00	\$ 3,058.00	
Survey	Design & Survey Con. (WBE)							\$ 13,935.00	\$ 13,935.00	
<b>TOTAL PROCUREMENT DOLLARS</b>		<b>\$14,089,688.35</b>	<b>\$994,992.22</b>	<b>\$57,321.70</b>	<b>\$15,079.25</b>	<b>\$106,167.57</b>	<b>\$1,173,560.74</b>	<b>\$613,785.77</b>	<b>\$1,136,074.00</b>	<b>\$17,013,108.86</b>
<b>PROCUREMENT PERCENTAGES</b>		<b>82.8%</b>	<b>5.8%</b>	<b>0.3%</b>	<b>0.1%</b>	<b>0.6%</b>	<b>6.9%</b>	<b>3.6%</b>	<b>6.7%</b>	<b>DBE% 17.2%</b>

## Music City Center - Bell/Clark Construction Procurement Log

Item #	Bid Package Description	Contractor/Office Location	Awarded Amount	DBE Forecasted Breakdown				Forecasted Local Material, Labor & Equip.
				MBE Forecast	WBE Forecast	SBE Forecast	Total DBE Forecast	
1.a.a	Site Surveying	DSC - Nashville, TN	\$ 29,990.00	-	100%	-	100%	100%
1.ab	Fencing/Barricades	LU - Nashville, TN	\$ 122,957.00	40%	-	-	40%	100%
1.a	Utility Relocations/Temp Service	Summit Constructors - Nashville, TN	\$ 506,000.00	7%	-	16%	23%	100%
1.b	Demo and Abatement	Bomar - Nashville, TN	\$ 267,200.00	30%	40%	30%	100%	100%
2.a	Excavation	Mountain States Construction - Nashville, TN	\$ 5,393,000.00	-	20%	-	20%	100%
3.a	Partial Arena Ramp	CCK Construction - Orlando, FL	\$ 2,986,698.00	5%	26%	-	31%	55%
3.b	Structural Concrete	Ceco - St. Louis MO	\$ 42,550,000.00	23%	-	-	23%	84%
5.a	Structural Steel	Lenex Steel Company - Indianapolis, IN	\$ 39,503,000.00	8%	3%	19%	30%	50%
10.a	Operable Walls	Hufcor, Inc - Janesville, WI	\$ 3,897,136.00	0.03%	0.3%	24.73%	25%	25%
14.a	Vertical Transportation	Nashville Machine Elevator - Nashville, TN	\$ 5,524,128.00	27%	-	-	27%	100%
26.a	Temp Electric	Edwards Electric - Nashville, TN	\$ 560,000.00	15%	44%	41%	100%	100%
26.b	Electrical, Fire Alarm, AV, Telecom	Conti Electric - Sterling Heights, Michigan	\$ 40,950,000.00	-	30%	-	30%	66%
33.a	Site Utilities	Mountain States Construction - Nashville, TN	\$ 1,185,700.00	-	15%	15%	30%	100%
<b>Total Awarded to Date</b>			<b>\$ 143,475,809.00</b>	<b>\$ 14,837,521</b>	<b>\$ 15,898,048</b>	<b>\$ 9,837,907</b>	<b>\$ 39,771,138</b>	<b>\$ 98,726,443</b>

Percent of Total Contract Awarded to Date (Less Construction Manager Cost) 41.1%

Total DBE Percentage of the Above Awarded Packages 27.7%

\*\*Actual Percentage Calculated at Time of Payment.

Total Percent Local Awarded to Date 68.8%

\*\*Each of the above line items, when awarded, is backed by a Payment and Performed Bond(s) for the full contract amount.

4/23/2010

## **Music City Center**

### **Procurement Summary**

#### **Division1.aa – Site Surveying**

Successful Bidder: **Design & Survey Concepts, LLC**  
**Nashville, TN**

Contract Amount: \$29,990

Unsuccessful Bidders: Barge Waggoner Sumner and Cannon - Nashville, TN  
Thorton - Nashville, TN

Summary of Work: Provide surveying and field engineering for the project including benchmarks, corners, vertical and horizontal controls.  
Provide field and office management as needed.

DBE Participation: 100% of contract amount (WBE)

Proposed DBE Firm(s): Design & Survey Concepts, LLC

Local Participation: 100% of contract amount

4/23/2010

## **Music City Center**

### **Procurement Summary**

#### **Division 1.ab – Site Fencing/Barricades**

**Successful Bidder:**       **Lu Inc.**  
                                     **Nashville, TN**

**Contract Amount:**       **\$122,957**

**Unsuccessful Bidders:**   **Rio Grande Fence - Nashville, TN**  
                                     **Bell & Associates - Nashville, TN**

**Summary of Work:**       **Provide and install complete site fencing including concrete barricades.**  
                                     **Provide swing/roll gates.**  
                                     **Provide misc. traffic control/entry/identification signage.**

**DBE Participation:**       **40% of contract amount (Minority Business Enterprise)**

**Proposed DBE Firm(s):**     **American Custom Manuf.**  
                                     **Boulton Enterprises**  
                                     **STC**  
                                     **Prime Security**

**Local Participation:**     **100% of contract amount**

4/23/2010

## **Music City Center**

### **Procurement Summary**

#### **Division 1.a – Utility Relocations/Temp Service Work**

Successful Bidder: **Summit Constructors, Inc.**  
**Nashville, TN**

Contract Amount: \$506,000

Unsuccessful Bidders: Hailey - Nashville, TN  
Civil Constructors - Nashville, TN

Summary of Work: Provide and install 12" water main along Demonbreun.  
Relocation and temporary water and sewer service as needed.  
Provide and install various runs of NES duct bank including manholes, vaults  
and conduits.  
Provide erosion control as needed.

DBE Participation: 23% of contract amount (7% MBE & 16% SBE)

Proposed DBE Firm(s): Gridiron Construction Co.  
BAC Paving Company  
Irwin Concrete Construction

Local Participation: 100% of contract amount

4/23/2010

## **Music City Center**

### **Procurement Summary**

#### **Division 1.b – Demo and Abatement**

Successful Bidder: **Bomar**  
**Nashville, TN**

Contract Amount: \$267,200

Unsuccessful Bidders: Tristar of America - Atlanta, GA  
Environmental Abatement - Nashville, TN  
SRS/Demo Plus (JV) - Nashville, TN  
Demtek - Spartanburg, SC  
First Response - Nashville, TN  
Midsouth Wrecking - Nashville, TN

Summary of Work: Demolition of all existing commercial buildings.  
Provide hazardous abatement as needed.  
Provide all erosion control as needed.

DBE Participation: 100% of contract amount (30% MBE, 40% WBE & 30% SBE)

Proposed DBE Firm(s): King & Associates  
Hambrick Trucking  
Bomar Construction

Local Participation: 100% of contract amount

4/23/2010

## **Music City Center**

### **Procurement Summary**

#### **Division 2.a – Excavation**

Successful Bidder: **Mountain States Construction  
Nashville, TN**

Contract Amount: \$5,393,000

Unsuccessful Bidders: Civil Constructors - Nashville, TN  
Sunrise Contracting - Nashville, TN

Summary of Work: Provide site mass excavation including rock excavation, drill and blast, blast monitoring and dewatering.  
Provide all erosion control and temporary entrances.  
Drill and grout all needed footing uplift bars.

DBE Participation: 20% of contract amount (WBE)

Proposed DBE Firm(s): Shane Trucking & Excavation

Local Participation: 100% of contract amount

4/23/2010

## Music City Center

### Procurement Summary

#### Division 3.a – Bridgestone Truck Ramp

Successful Bidder: **CCK Construction**  
**Orlando, FL**

Contract Amount: \$2,986,698

Unsuccessful Bidders: Roncelli – Detroit, MI  
McHugh – Chicago, IL  
Charter - Nashville, TN  
Baker - Monroe, OH

Summary of Work: Demolition of existing truck ramp.  
Form and place structural cast-in place concrete associated with new Bridgestone ramp including foundations, vertical walls, columns, flat slabs, stairs and ramps.  
Provide crane(s) as needed for portion of work.  
Provide temporary safety protections including ladders, safety rails, scaffolds and platforms needed for portion of work.  
Provide and install satellite feed relocation for Bridgestone Arena.

DBE Participation: 31% of contract amount (5% MBE & 26% WBE)

Proposed DBE Firm(s): Sunrise Construction  
Alpha Insulation  
T&T Steel  
Concrete Pump Partners  
CME

Local Participation: 55% of contract amount

4/23/2010

## **Music City Center**

### **Procurement Summary**

#### **Division 3.b – Structural Concrete**

**Successful Bidder:**           **Ceco Concrete Construction, LLC**  
**St. Louis, MO**

**Contract Amount:**       **\$42,550,000**

**Unsuccessful Bidders:**   **Southern Pan/SRS (Joint Venture) – Atlanta, GA/Nashville, TN**  
**McHugh – Chicago, IL**  
**Baker/Charter (Joint Venture) – Monroe, OH/Nashville, TN**  
**CCK Service – Orlando, FL**  
**American Pan – Palmetto, GA**  
**Roncelli – Detroit, MI**

**Summary of Work:**       **Form and place structural cast-in place concrete including foundations, vertical walls, columns, flat slabs, stairs and ramps.**  
**Provide, fabricate and erect all precast concrete.**  
**Provide six tower cranes and foundations.**  
**Provide temporary safety protections including ladders, safety rails, scaffolds and platforms.**

**DBE Participation:**       **23% of contract amount (Minority Business Enterprise)**

**Proposed DBE Firm(s):**   **Push 4J LLC**  
**Shrop-Vickers**

**Local Participation:**      **84% of contract amount**

**Local Material Breakdown:**   **19% in Rebar Material**  
**18% in Concrete Material**  
**4% in Cranes**  
**2% in Precast Concrete**  
**1% in small tools, hardware, etc**

**Local Labor Breakdown:**   **80% of labor force to be hired locally**

5/14/2010

## Music City Center

### Procurement Summary

#### Division 5.a – Structural Steel

Successful Bidder: **Lenex Steel Company**  
**Indianapolis, IN**

Contract Amount: \$39,503,000

Unsuccessful Bidders: Superior Steel - Knoxville, TN  
Lexicon - Blytheville, AK  
Structal - Points on Rocks, MD  
Owen Steel - Columbia, SC  
Zalk Josephs - Stoughton, WI  
Schuff Steel - Overland Parks, KS  
Cives Steel - Thomasville, GA  
Midwest Steel - Detroit, MI  
Banker Steel - Lynchburg, VA  
Merrill Iron - Schofield, WI  
Hirschfield - San Angelo, TX

Summary of Work: Fabricate and install all structural steel including columns, beams, metal deck, joist and trusses.  
Provide all hoisting including mobile cranes and lifts.  
Provide temporary safety protections including ladders, safety rails, scaffolds and platforms.

DBE Participation: 30% of contract amount (19% SBE, 3% WBE & 9% MBE)

Proposed DBE Firm(s): Manufacturers Industrial Group  
Nashville Fabrication  
Evco  
Structural Bolt & Manufacturing  
TRC International  
Hannah Company

Local Participation: Approximately 50% of contract amount

Local Material Breakdown: 30% of contract value will come from local subcontractors and suppliers.

Local Labor Breakdown: 80% - 90% of labor force to be hired locally out of labor halls

6/29/2010

## **Music City Center**

### **Procurement Summary**

#### **Division 10.a – Operable Walls**

Successful Bidder: **Hufcor, Inc**  
**Janesville, WI**

Contract Amount: \$3,897,136

Unsuccessful Bidders: Modernfold - Greenfield, IN  
Panelfold - Miami, FL

Summary of Work: Provide and install all operable walls for a complete scope.  
Provide temporary safety protections including ladders, safety rails, scaffolds and platforms.

DBE Participation: 25% of contract amount (.03% MBE, .3% WBE, 24.73% SBE)

Proposed DBE Firm(s): Crawford Door Sales of Nashville, Inc  
The Hannah Co.  
Evco, Inc  
CMG Painting, Inc

Local Participation: 25% of contract amount

6/10/2010

**Music City Center**

**Procurement Summary**

**Division 14.a – Vertical Transportation**

Successful Bidder: **Nashville Machine Elevator  
Nashville, TN**

Contract Amount: \$5,524,128

Unsuccessful Bidders: Otis - Nashville, TN  
Schindler - Smyrna, TN  
Kone - Nashville, TN

Summary of Work: Provide and install all elevators, escalators and equipment.  
Provide temporary safety protections including ladders, safety rails, scaffolds and platforms.

DBE Participation: 27% of contract amount (Minority Business Enterprise)

Proposed DBE Firm(s): Southeastern Construction

Local Participation: 100% of contract amount

4/23/2010

## **Music City Center**

### **Procurement Summary**

#### **Division 26.a – Temporary Electric**

**Successful Bidder:**        **Edwards Electric**  
                                     **Nashville, TN**

**Contract Amount:**        \$560,000

**Unsuccessful Bidders:**    Broadway Electric - Nashville, TN  
                                     Harlan Electric - Nashville, TN  
                                     Enterprise Electric - Nashville, TN

**Summary of Work:**        Provide and install all temporary electric needs including; service for 6 tower cranes, lighting for the crane/site and 3 main electrical services.

**DBE Participation:**        100% of contract amount (15% MBE, 44% WBE and 41% SBE)

**Proposed DBE Firm(s):**    Industrial Sales  
                                     Nate Hatcher  
                                     Edwards Electric

**Local Participation:**        100% of contract amount

6/25/2010

## **Music City Center**

### **Procurement Summary**

#### **Division 26.b – Electrical, Fire Alarm , AV, Telecom, Security**

Successful Bidder:        **Conti Electric, Inc**  
                                     **Sterling Heights, Michigan**

Contract Amount:        \$40,950,000

Unsuccessful Bidders:    Heilix Electric, Inc - San Diego, CA  
                                     Gaylor, Inc - Noblesville, IN  
                                     Harlan Electric - Nashville, TN  
                                     Enterprise Electric - Nashville, TN

Summary of Work:        Provide and install all electric needs including; fire alarm, telecom  
                                     audio/visual and security.

DBE Participation:        30% of contract amount (100% WBE)

Proposed DBE Firm(s):    CGI Electric  
   Mayer Electric

Local Participation:       66% of contract amount

4/28/2010

## **Music City Center**

### **Procurement Summary**

#### **Division 33.a – Site Utilities**

Successful Bidder: **Mountain States Construction  
Nashville, TN**

Contract Amount: \$1,185,700

Unsuccessful Bidders: WPM - Grand Blanc, Michigan  
Summit Constructors - Nashville, TN  
Civil Constructors - Nashville, TN

Summary of Work: Provide and install all permanent site utilities including underground water piping, fire service, storm & sanitary sewer, associated excavation and backfill. Provide and install short limits of the underground electrical and telecommunication duct banks.

DBE Participation: 30% of contract amount (15% WBE & 15% SBE)

Proposed DBE Firm(s): I.J. Engineering & Utilities

Local Participation: 100% of contract amount



### **MCC Workforce Development Program**

The MCC Workforce Development Program launched on July 6, 2010. The program is designed to assist skilled and unskilled individuals with employment opportunities with the Music City Center. Mayor Karl Dean, Councilman Lonnell Matthews, Councilwoman Edith Langster, Councilman Jerry Maynard and Convention Center Authority board member Vonda McDaniel made the creation of local jobs a high priority for this project. The MCC project management and construction management teams are committed to fulfilling that goal. The program does not hire directly. It facilitates connecting MCC subcontractors with local individuals in search of construction-related employment opportunities with the Music City Center

#### **Program Facilitator**

Alexander and Associates

#### **Community Partners**

Jefferson Street United Merchants Partnership (JUMP)  
The Urban League of Middle Tennessee  
Y-Build  
15<sup>th</sup> Avenue Baptist CDC  
Project Return  
Martha O'Bryan Center  
Interdenominational Ministerial Fellowship  
Oasis Center  
Tennessee State University  
Nashville Career Advancement Center  
Technology Center of Nashville

Interested individuals need to complete an application online at [www.musiccitycenter.com](http://www.musiccitycenter.com) or at our offices:

#### **Offices and Hours**

Music City Center (on-site location): 319 5<sup>th</sup> Avenue South; Hrs. 7:00 – 11:30 a.m.  
JUMP (off-site location): 1215 9<sup>th</sup> Avenue N., Suite 201; Hrs. 1:00 – 4:00 p.m.



**MCC WORKFORCE  
DEVELOPMENT COMMUNITY  
PARTNERS**

Jefferson Street United Merchants  
Partnership (JUMP)

Urban League of Middle Tennessee

Y-Build

Martha O'Bryan Center

15<sup>th</sup> Avenue Baptist CDC

Nashville Career Advancement Center

Project Return

Tennessee State University



**MCC WORKFORCE  
DEVELOPMENT PROGRAM  
CONTACT:**

**Vincent Alexander  
Alexander and Associates, Inc.**

1215 9<sup>th</sup> Ave. N., Suite 201

Nashville, TN 37208

Phone: 615.256.8990

Fax: 615.726.2078

vincent@alexanderandasso.com



*Alexander & Associates, a Nashville risk management firm and consultant to the Music City Center, manages the Surety Assistance component of the project and is also implementing the Workforce Development Program in close conjunction with the Music City Center project management team and community-based organizations.*

**MUSIC CITY CENTER  
CONTACT:**

**Debbie Frank  
Project Manager**

debbie.frank@nashvillemcc.com

www.nashvillemusiccitycenter.com

615.880.1468

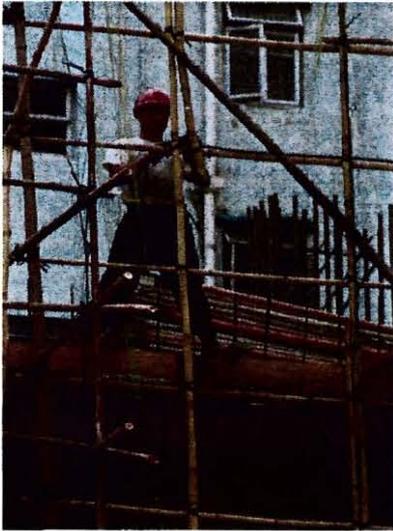


**Workforce Development  
Program**

Nashville Convention Center Authority  
319 Fifth Avenue South  
Nashville, TN 37203  
615.760.5658

## MUSIC CITY CENTER WORKFORCE DEVELOPMENT PROGRAM

Nashville Mayor Karl Dean made creation of local jobs a high priority for the Music City Center project, and the project management and construction management teams are committed to fulfilling his goal.



The Music City Center Workforce Development Program is designed to promote the professional development and provide employment opportunities with the Music City Center for unemployed and under-employed individuals who have construction related job skills.

## APPLICANT INFORMATION

Interested applicants can pick up job applications at the on-site office, 319 5<sup>th</sup> Avenue, S., through our community partners (see list), or access an application via our website [www.nashvillemusiccitycenter.com](http://www.nashvillemusiccitycenter.com).

Applicants will be screened for qualifications, interviewed by program facilitators at our partner organizations, and undergo job-readiness training to ensure you are prepared to be successful on the job.



## MUSIC CITY CENTER CONTRACTORS

During your pre-bid and post-bid meetings with construction manager Bell/Clark, contractors will be oriented to the Workforce Development Program, which is intended to assist in identifying and hiring local workers to fill labor needs.

There is no cost to contractors or sub-contractors to utilize this program, and the Music City Center project management and construction management teams strongly encourage them to take advantage of this opportunity to secure qualified local workers.

### The 5 Step Process

