



### Notice of Intent to Award

Solicitation Number	127212	Award Date	12/8/2021   8:38 AM CST
Solicitation Title	Municipal Auditorium Preferred Booker and Promoter		
Buyer Name	Terri Ray	Buyer Email	terri.ray@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	Live Nation Worldwide, Inc	Company Contact	Sally Williams	
Street Address	1201 Villa Place, Suite 200			
City	Nashville	State	TN	Zipcode 37212

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.

           Supervisor (Initial)

Michelle A. Hernandez Lane/Gli  
Michelle A. Hernandez Lane  
Purchasing Agent & Chief Procurement Officer

## RFQ # 127212 Municipal Auditorium Preferred Booker and Promoter Scoring and Justification

Offeror/Evaluation Criteria	Qualifications and Experience (45 Points)	Approach and Financing Proposal (45 Points)	Diversity Practices (10 Points)	Total (100 Points)
Live Nation Worldwide, Inc.	45	30	6	81

### Live Nation Worldwide, Inc.

#### ***Strengths***

- Proposal provided details qualifications and experience within similar size, scope, and complexity as scope of services.
- Proposal included 50/50 naming rights.
- Diversity practices demonstrated a minimum threshold of 30% and showed commitment to using their platform and resources to help diverse business communities.

#### ***Weaknesses***

- Proposal provides that Metro must maintain facility on par with other venues operated *by Contractor* in the southeastern United States (not with comparable venues operated by municipalities), while Contractor only has to use efforts consistent with other similar venues, not its own venues.
- Proposal shows pre-existing commitments to other events still is not in Metro's best interest. Proposal is not clear in addressing events by legacy promoters and other entities and events that have occurred previously without effort of Contractor.
- Proposal specifies that Metro must reimburse Contractor's payment to Metro if contract is terminated due to Contractor's behavior.
- Proposal failed to demonstrate a commitment to number of events.
- Proposal removed penalties related to Contractor's cancellation of events, too few events, and events that exceeds the scheduled booking dates and times.
- Proposal demonstrated a generic and broad statement related to Metro's provision of special equipment and infrastructure.
- Proposal limits Metro's option to terminate if Contractor is sold to or controlled by entities with which Metro cannot be contracted.
- Marketing plan matches funding but reduces license fee owed to Metro.
- Concession revenue goes to Contractor for 100% up to 350K
- 100% endorsement and sponsorship would go to Contractor.
- Contractor wanted to allow individuals with felony convictions after effective date of the agreement to be allowed and not be reason for immediate termination.
- Proposal failed to demonstrate that industry specific training to black and brown owned, women owned, LGBT owned, service-disabled veteran owned, or small businesses.
- Proposal failed to demonstrate participation in any government - sponsored mentorship programs assisting black and brown owned, women owned, LGBT owned, service-disabled veteran owned, or small businesses.
- Proposal failed to provide specific details regarding the specific program to be used to promote the use of black and brown owned, women-owned, LGBT-owned, service-disabled veteran-owned, or small businesses.

**Certificate Of Completion**

Envelope Id: 0357169301D843419EA047709AA30486	Status: Completed
Subject: Intent to Award - RFQ # 127212 for Municipal Auditorium Preferred Booker and Promoter Buyer	
Source Envelope:	
Document Pages: 2	Signatures: 1
Certificate Pages: 2	Initials: 1
AutoNav: Enabled	Envelope Originator:
Enveloped Stamping: Enabled	Terri Ray
Time Zone: (UTC-06:00) Central Time (US & Canada)	730 2nd Ave. South 1st Floor
	Nashville, TN 37219
	terri.ray@nashville.gov
	IP Address: 170.190.198.185

**Record Tracking**

Status: Original	Holder: Terri Ray	Location: DocuSign
12/8/2021 8:31:20 AM	terri.ray@nashville.gov	
Security Appliance Status: Connected	Pool: StateLocal	
Storage Appliance Status: Connected	Pool: Metropolitan Government of Nashville and Davidson County	Location: DocuSign

**Signer Events**

Signer Events	Signature	Timestamp
Gary Clay		Sent: 12/8/2021 8:32:07 AM
gary.clay@nashville.gov		Viewed: 12/8/2021 8:34:31 AM
Asst. Purchasing Agent		Signed: 12/8/2021 8:35:10 AM
Security Level: Email, Account Authentication (None)	Signature Adoption: Uploaded Signature Image	
	Using IP Address: 170.190.198.185	

**Electronic Record and Signature Disclosure:**  
Not Offered via DocuSign

Michelle A. Hernandez Lane/GCC		Sent: 12/8/2021 8:35:13 AM
gary.clay@nashville.gov		Viewed: 12/8/2021 8:37:37 AM
Asst. Purchasing Agent		Signed: 12/8/2021 8:38:41 AM
Security Level: Email, Account Authentication (None)	Signature Adoption: Pre-selected Style	
	Using IP Address: 170.190.198.185	

**Electronic Record and Signature Disclosure:**  
Not Offered via DocuSign

In Person Signer Events	Signature	Timestamp
Editor Delivery Events	Status	Timestamp
Agent Delivery Events	Status	Timestamp
Intermediary Delivery Events	Status	Timestamp
Certified Delivery Events	Status	Timestamp
Carbon Copy Events	Status	Timestamp
Witness Events	Signature	Timestamp
Notary Events	Signature	Timestamp
Envelope Summary Events	Status	Timestamps

<b>Envelope Summary Events</b>	<b>Status</b>	<b>Timestamps</b>
Envelope Sent	Hashed/Encrypted	12/8/2021 8:32:07 AM
Certified Delivered	Security Checked	12/8/2021 8:37:37 AM
Signing Complete	Security Checked	12/8/2021 8:38:41 AM
Completed	Security Checked	12/8/2021 8:38:41 AM

<b>Payment Events</b>	<b>Status</b>	<b>Timestamps</b>
-----------------------	---------------	-------------------