



Notice of Intent to Award

Solicitation Number	394373	Award Date	7/2/2025 4:33 PM CDT
Solicitation Title	Fire Station 24 Design and Construction Services		
Buyer Name	Brad Wall/Christina Alexander	Buyer Email	christina.alexander@nashville.gov
BAO Rep	Angie Martin	BAO Email	angie.martin@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	American Constructors, Inc.	Company Contact	Derek Martin
Street Address	5203 Maryland Way, Ste. 210		
City	Brentwood	State	TN
		Zipcode	37027

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.

Acc

Assistant Purchasing Agent (Initial)

Dennis Rowland

Dennis Rowland

Purchasing Agent & Chief Procurement Officer

RFQ #394373 Nashville Fire Department Fire Station 24 Design and Construction Services						
	American Constructors, Inc.	Hardaway Construction Corp	Messer Construction Co	Nabholz Construction Corporation	Orion Building Corporation	RW Childrey, LLC
Cost/Pricing (40 Points)	40.00	39.59	38.42	39.53	38.71	38.9
Firm Experience and Qualifications (15 Points)	14.00	8.00	14.00	11.00	10.00	8.00
Team Experience and Qualifications (15 Points)	14.00	12.00	15.00	13.00	12.00	11.00
General Management Plan (30 Points)	29.00	24.00	27.00	24.00	26.00	23.00
Total (100 Points)	97.00	83.59	94.42	87.53	86.71	80.90

American Constructors, Inc.

Strengths - The offeror has experience with Fire Stations and public safety projects. The offeror demonstrated experience with LEED certified projects. The offerors' reference projects were relevant to what Metro is seeking to procure in the resulting contract. Detailed approach to the design and preconstruction services. Detailed processes and methodologies used for tracking and reporting. The offeror demonstrated experience with the value engineering process.

Weaknesses - The offeror has some long unresolved and pending litigation items. Unclear on the role of key personnel during the design phase. The offerors description of their approach to dispute and claims resolution lacked specific details.

Hardaway Construction Corp

Strengths - The offerors description of their approach to dispute and claims resolution was detailed.

Weaknesses - The offerors experience with the design and construction of Fire Stations was lacking. The offerors' proposal lacked detail on sustainability design and construction implementing LEED certifications. The offerors' reference projects were not of similar size and scope to what Metro is seeking to procure in the resulting contract. Based on the information provided in the firm experience and qualifications section, the offeror's proposal lacked detail on their qualifications and being the lead contractor. Unclear on the role of key personnel during the design, construction, and pre-construction phases. The offeror failed to specifically describe the LEED certified project that was completed by their LEED™ Accredited Professional (LEED AP™). Response to committed projects lacks information. Commitment of the Senior Superintendent and Project Manager on other projects is a concern. The offeror's response to the value engineering process lacks details. The offeror's process to achieve energy performance requirements lacks specific details.

Messer Construction Co

Strengths - The offeror has experience with Fire Stations and public safety projects. The offeror provided detailed information regarding their sustainability design and construction implementing LEED certifications. The offerors' reference projects were relevant to what Metro is seeking to procure in the resulting contract. The offerors' estimated level of involvement of the key personnel was clearly defined. Detailed approach to the design and preconstruction services.

Weaknesses - The offeror has unresolved and pending litigation items. Commitment of the Project Manager on other projects is a concern. The offerors' description of their approach to dispute and claims resolution lacked detail. The list of committed projects for the Project Manager lacks details on the contact information, role of the prime contractor, and start date.

Nabholz Construction Corporation

Strengths - The offeror demonstrated experience with design, construction, and GMP. The offeror provided detailed information regarding their sustainability design and construction implementing LEED certifications. The offeror provided a detailed organizational chart. The offeror demonstrated involvement of the key personnel during the design, construction, and pre-construction phases. Detailed approach to the design and preconstruction services.

Weaknesses - Some of the offerors' reference projects are not complete and only one project is of similar size and scope to what Metro is seeking in the resulting contract. The offerors' listing of litigations is of concern to the Metropolitan Government of Nashville and Davidson County. The experience level with project management and supervision on similar type projects was low. The offeror lacked details on their approach to avoiding scope creep during the design phases. The offeror failed to identify the risks they would anticipate on this type of project. The offerors description of their approach to dispute and claims resolution lacked specific details.

Orion Building Corporation

Strengths - The offeror demonstrated an understanding of the design and construction process. The offeror provided detailed information regarding the risks they would anticipate on this type of project. The offerors' description of their approach to dispute and claims resolution was detailed.

Weaknesses - The offerors' reference projects were not of similar size and scope to what Metro is seeking in the resulting contract. The level of involvement of the key personnel during pre-construction is low. The reference projects on the resumes of some key personnel were not of similar size and scope and lacked information related to the project size and description. The offeror presented a long construction schedule that is concerning to Metro. The offeror's response to the value engineering process lacks details. The list of committed projects did not clearly specify the key personnel involved in each committed project and the role of the prime contractor.

RW Childrey, LLC

Strengths - The offeror demonstrated an understanding of the design and construction process.

Weaknesses - The offerors' reference projects were not of similar size and scope to what Metro is seeking in the resulting contract. The offeror has limited experience with public safety projects. The offeror failed to provide the level of involvement of the key personnel during the design, construction, and pre-construction phases. The reference projects on the resumes of some key personnel were not of similar size and scope. The LEED certified project that was completed by their LEED™ Accredited Professional (LEED AP™) was not relevant to Fire Stations. The offeror's proposal was not clear if all team members are involved in the committed projects. The list of committed projects lacks details on the contact information, role of the prime contractor, and start date. The offeror's identification of risks they would anticipate on this type of project was generic and lacked detail. The offeror's response to the value engineering process lacks details.

	Solomon Builders, Inc	The Robins & Morton Group	W.E. O'Neil Construction Co. of Tennessee	WellSpring Builders, LLC
Cost/Pricing (40 Points)	39.96	39.17	37.43	38.94
Firm Experience and Qualifications (15 Points)	8.00	11.00	14.00	8.00
Team Experience and Qualifications (15 Points)	11.00	11.00	15.00	10.00
General Management Plan (30 Points)	20.00	28.00	28.00	18.00
Total (100 Points)	78.96	89.17	94.43	74.94

<p>Solomon Builders, Inc</p> <p>Strengths - No specific strengths to note.</p> <p>Weaknesses - The offerors' proposal was heavily focused on the Construction Manager at Risk (CMAR) approach/delivery and not a design build approach/delivery. The offerors' emphasis on self-performed trades is a concern of Metro. The offerors' reference projects were not of similar size and scope to what Metro is seeking in the resulting contract. Metro is unsure if the offeror (Solomon Builders, Inc.) was the prime contractor on the reference projects submitted or not. The offeror's proposed team doesn't have a lot of experience with Fire Station construction. The LEED certified project that was completed by their LEED™ Accredited Professional (LEED AP™) was not relevant to Fire Stations. The offeror's response to the value engineering process lacks details. Response to energy performance requirement lacked detail. The offeror's identification of risks they would anticipate on this type of project was generic and lacked detail. The offeror's process to achieve energy performance requirements lacks specific details. The offeror's listing of their committed projects for key personnel was unclear and lacked detail.</p>
<p>The Robins & Morton Group</p> <p>Strengths - The offeror demonstrated an understanding of the design and construction process. Detailed approach to the design and preconstruction services. Detailed processes and methodologies used for tracking and reporting.</p> <p>Weaknesses - The offeror has unresolved and pending litigation items. The offeror failed to provide actual start and end dates for their reference projects. Some of the offerors' reference projects were not of similar size and scope to what Metro is seeking in the resulting contract. The proposed team doesn't have a lot of experience with Fire Station construction. The LEED certified project that was completed by their LEED™ Accredited Professional (LEED AP™) was not relevant to Fire Stations. The reference projects listed on the resumes of some key personnel lacked detail on the project description and owner contacts with phone numbers. The offeror's identification of risks they would anticipate on this type of project was not project specific.</p>
<p>W.E. O'Neil Construction Co. of Tennessee</p> <p>Strengths - The offeror has experience with Fire Stations and public safety projects. The offeror provided detailed information regarding their sustainability design and construction implementing LEED certifications. The offerors' reference projects were relevant to what Metro is seeking to procure in the resulting contract. The resumes demonstrated experience with Fire Station construction. The LEED certified project that was completed by their LEED™ Accredited Professional (LEED AP™) was relevant to Fire Stations and public safety. Detailed approach to the design and preconstruction services. The offeror provided detailed information regarding the risks they would anticipate on this type of project. The offeror demonstrated experience to achieve energy performance requirements.</p> <p>Weaknesses - The offeror has unresolved and pending litigation items. The offeror's response to the value engineering process lacks details. The list of committed projects did not clearly specify the key personnel involved in each committed project.</p>
<p>WellSpring Builders, LLC</p> <p>Strengths - No specific strengths to note.</p> <p>Weaknesses - The offeror (WellSpring Builders, LLC) demonstrated limited experience with Fire Stations and public safety projects. The offerors' proposal lacked detail on sustainability design and construction implementing LEED certifications. The offerors' reference projects were not of similar size and scope to what Metro is seeking in the resulting contract. Not clear on the level of involvement of the key personnel during the design, pre-construction, and construction phases. The resumes lacked experience with Fire Stations. The LEED certified project that was completed by their LEED™ Accredited Professional (LEED AP™) was not relevant to Fire Stations. The list of committed projects did not clearly specify the key personnel involved in each committed project. The offeror's response to the value engineering process lacks details. The offeror presented a long construction schedule that is concerning to Metro. The offeror's response to the general management plan was generic and lacked detail.</p>

Nashville Fire Department Fire Station 24 Design and Construction Services; RFQ #394373		Min. SBE/SDV Requirement	Total Cost Points
		21.00%	40.00
Offeror's Name	Bids	RFP Cost Points	
American Constructors, Inc	\$14,267,471.29	40.00	
Hardaway Construction Corp	\$14,413,970.00	39.59	
Messer Construction Co	\$14,852,901.44	38.42	
Nabholz Construction Corporation	\$14,437,376.00	39.53	
Orion Building Corporation	\$14,742,750.00	38.71	
RW Childrey, LLC	\$14,670,821.60	38.90	
Solomon Builders, Inc	\$14,283,169.00	39.96	
The Robins & Morton Group	\$14,569,609.72	39.17	
W.E. O'Neil Construction Co. of Tennessee	\$15,247,132.99	37.43	
WellSpring Builders, LLC	\$14,656,009.80	38.94	

BAO Small Business Assessment Sheet

BAO Specialist: Angie Martin

Contract Specialist: Brad Wall

Date: 6/26/25

Department Name: General Services

RFP/ITB Number: 394373

Project Name: Nashville Fire Dept Fire Station 24 Design and Construction Services

Primary Contractor*	Prime Bid Amount	Total Proposed SBE/SDV (\$)	Acknowledged SBE/SDV Requirement	SBE/SDV Requirement (%)	Comments
American Constructors	\$ 817,000	\$ 817,000	Yes	21%	The prime IS a metro Approved SBE. Acknowledged 21% SBE/SDV requirement over life of the project and consequences of misrepresentation. (Proposed subs: Barge Civil Associates 13%, Heibert + Ball Land Design, LLC 1%, Envision Advantage, LLC 9%, Win Engineering, LLC 14%, Logan Patri Engineering, Inc 10%, Kline Swinney Associates 51%)

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Statement of M/WBE Utilization

Proposer's/Firm's Name: American Constructors, Inc.	Proposer's Phone #: 615.329.0123
Solicitation Title: Nashville Fire Department Fire Station 24 Design and Construction Services	Proposer's Email Address: derekm@americanconstructors.us
Solicitation #: 394373	Amount Self-performed : 2%
Proposer's/Firm's Ownership: Non-M/WBE	Total Bid Amount: \$817,000 (Preconstruction and Design Fees Only)
Proposed EBO Goal (%): 10% MBE% 7% WBE%	EBO Goal Met? (Y/N) YES

The following MWBE* subcontractor(s)/supplier(s) will be utilized for the performance of this project:

				Certificate						
MBE/WBE Firm Name			MBE/WBE Firm Address	Phone/E-Mail	Type (MBE or WBE)	* MBE/WBE Group Type *	Code # UNSPS/NAICS	Description of Work	MBE/WBE Dollars (\$)	Percent of Total Contract
1	Win Engineering		2 International Plaza, Suite 410 Nashville TN 37217	615.400.8371	WBE	5	81100000	Electrical	\$112,000.00	14%
2	I/S Engineering & Utilities		119 Park South Court Nashville TN 37210	615.515.4680	WBE	5	81100000	Fire Protection	\$6,000	1%
3	Logan Patri Engineering, Inc.		630 Southgate Ave Ste C Nashville TN 37203	615.726.2902	MBE	3	81100000	Structural	\$79,000	10%
4					Select	Select				
5					Select	Select				
6					Select	Select				
7					Select	Select				

I am the duly authorized representative and certify the facts and representations contained in this form and supporting documents are true and correct.

Authorized Representative (Printed Name/Title/Signature)	Date
Derek Martin, President and CEO <i>Derek Martin</i>	04/23/2025

*Note: MWBE is defined as business enterprise maintaining a significant business presence in the Program Area & performing a commercial useful function that is owned by one or more of the following: (1) African Americans (2) Native Americans, (3) Hispanic Americans, (4) Asian Americans, and (5) Women.

Has Prime Complied with EBO Goal?	YES	<input type="checkbox"/>	For Internal Office Use ONLY	BAO Only
			If No, Good Faith Efforts Met?	

BAO Representative: Angie Martin	Metro Buyer: Brad Wall	Project Manager: Ava Elsaghir	Date: 06/26/25
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Total MBE Subcontracting	10	%	\$ 79000
Total WBE Subcontracting	15	%	\$ 118,000
Total MBE/WBE Participation:	25	%	\$ 197,000

BAO Notes:

Certificate Of Completion

Envelope Id: 276AC9A2-F98C-48D1-BC89-8C23B7635EA6

Status: Completed

Subject: Intent to Award - RFQ # 397373 for Fire Station 24 Design and Construction Services

Source Envelope:

Document Pages: 6

Signatures: 1

Envelope Originator:

Certificate Pages: 2

Initials: 1

Christina Alexander

AutoNav: Enabled

730 2nd Ave. South 1st Floor

Envelopeld Stamping: Enabled

Nashville, TN 37219

Time Zone: (UTC-06:00) Central Time (US & Canada)

christina.alexander@nashville.gov

IP Address: 170.190.198.185

Record Tracking

Status: Original

Holder: Christina Alexander

Location: DocuSign

7/2/2025 2:28:16 PM

christina.alexander@nashville.gov

Security Appliance Status: Connected

Pool: StateLocal

Storage Appliance Status: Connected

Pool: Metropolitan Government of Nashville and
Davidson County

Location: Docusign

Signer Events

Signature

Timestamp

Gary Clay

gary.clay@nashville.gov

Asst. Purchasing Agent

Security Level: Email, Account Authentication
(None)

Sent: 7/2/2025 2:33:24 PM

Viewed: 7/2/2025 4:02:32 PM

Signed: 7/2/2025 4:04:03 PM

Signature Adoption: Uploaded Signature Image
Using IP Address: 170.190.198.185

Electronic Record and Signature Disclosure:

Not Offered via Docusign

Dennis Rowland

Dennis.Rowland@nashville.gov

Purchasing Agent & Chief Procurement Officer

Security Level: Email, Account Authentication
(None)

Sent: 7/2/2025 4:04:04 PM

Viewed: 7/2/2025 4:32:55 PM

Signed: 7/2/2025 4:33:02 PM

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

Envelope Summary Events	Status	Timestamps
Envelope Sent	Hashed/Encrypted	7/2/2025 2:33:24 PM
Certified Delivered	Security Checked	7/2/2025 4:32:55 PM
Signing Complete	Security Checked	7/2/2025 4:33:02 PM
Completed	Security Checked	7/2/2025 4:33:02 PM
Payment Events	Status	Timestamps