



Notice of Intent to Award

Solicitation Number	396418	Award Date	7/22/2025   4:27 PM CDT
Solicitation Title	Renewable Natural Gas Project		
Buyer Name	Marissa Conklin	Buyer Email	Marissa.Conklin@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	Burnham RNG LLC	Company Contact	Ian Piro
Street Address	1776 Wilson Blvd, Suite 530		
City	Arlington	State	VA
		Zipcode	22209

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 396418; Renewable Natural Gas Project Round 1				
Evaluation Committee Scoring Sheet				
Offeror	Ameresco, Inc	Burnham RNG LLC	Piedmont Natural Gas Co	Terreva Renewables, LLC
Contract Acceptance (Yes/No)	No	Yes	Yes	Yes
Minimum Annual Royalty Agreement Sheet (Yes/No)	No	Yes	Yes	No
RNG Company Information (10)	8.00	9.00	9.00	2.00
Firm Qualifications and Experience (30)	26.00	24.00	24.00	19.00
RNG Project Team Qualifications (30)	23.00	26.00	25.00	20.00
RNG Project Approach and Methodology (30)	18.00	29.00	25.00	20.00
<b>Total Evaluation Scores - Round 1</b>	<b>75.00</b>	<b>88.00</b>	<b>83.00</b>	<b>61.00</b>

Ameresco, Inc and Terreva Renewables, LLC were not acceptable to move to Round 2 - did not meet the 80 points to move forward

Round 2 Evaluation			
Offeror			
Cost (100)	Burnham RNG LLC	Piedmont Natural Gas Co	
<b>Total Evaluation Scores</b>	<b>100</b>	<b>75.33</b>	<b>188.00</b>

#### Evaluation Comments

Ameresco, Inc	Burnham RNG LLC	Piedmont Natural Gas Co
<b>Strengths</b>	<b>Strengths</b>	<b>Strengths</b>
Company Information section was clear and detailed. Firm Qualifications and Experience section, detailed, great experience, in-house energy web based system, current projects listed similar to this project. Project Approach and Methodology section, 99% methane recovery, innovation was good, detailed plan. Team Qualifications section, key personnel listed, relevant information provided.	Company Information section, provided all requested, detailed, site specific, safety plan. Qualifications and Experience section, similar projects listed, can expand resources, detailed, leak detection program and permits. Team Qualifications section, team structure chart and design detailed, showed work with subs, resumes detailed and relevant experience. In Project Approach and Methodology section, technical information very detailed, great process flow and diagram, CO2 recovery, innovation good, risk mitigation plan good. Minimum Annual Royalty Agreement Sheet signed.	Company Information section, provided everything requested, site awareness listed. Qualifications and Experience section, other municipals listed, permits onsite. Team Qualifications section, team structure was good, biofirm had subs. Project Approach and Methodology section, technical - good requirements, great detailed approach. Minimum Annual Royalty Agreement Sheet signed.
<b>Weaknesses</b>	<b>Weaknesses</b>	<b>Weaknesses</b>
Company Information section, not site specific. Firm Qualifications and Experience section, % of biogas converted missing, construction dates missing, permits was missing details. In Project Team Qualifications section, lacked details on experience, subs not listed out, details only found on resumes not part of question/bullet 2. In Project Approach and Methodology section, proposing small facility than specified and requiring more acreage than offered, lacked details, scope does not meet what was requested. Minimum Annual Royalty Agreement Sheet was not signed.	Company Information section, emergency response plan lacked details. Qualifications and Experience section, not all projects listed are up and running yet. Team Qualifications section, lacked details on subs, key personnel lacked subs listed. Project Approach and Methodology section, too focused on schedule, more details on how would you operate facility.	Company Information section, safety plan powerpoint was a different format, hard to find information. Qualifications and Experience section, lacked details on how projects listed relate to this project, terms of contracts not listed. Team Qualifications section, no subs for construction part listed, organizational chart - lists teams but no individuals. Project Approach and Methodology section, no risk to permits or construction listed, lacked innovation, extra page provided, lacks details on what makes them best suited.

Terreva Renewables, LLC
<b>Strengths</b>
Company Information section provided some information. Firm Qualifications and Experience section, provided references, 3 similar projects listed. Project Approach and Methodology section, technical details was great, permits and construction delivery provided, laid out development plan. Team Qualifications section, collaborative projects listed, subs and individuals listed, organizational chart provided.
<b>Weaknesses</b>
Company Information section, no safety plan, lacked details, proof of financial information missing. Firm Qualifications and Experience section, did not clarify roles in projects, exceed page limit, subs not listed. In Project Team Qualifications section, exceed page limit, not specific subs listed, organizational chart in wrong section, lacks references for management. In Project Approach and Methodology section, lacks details on approach, risk mitigation lacked details, Gantt Chart missing. Minimum Annual Royalty Agreement Sheet was not signed.

Solicitation Title & Number		Total RFP Cost Points
RFQ 396418; Renewable Natural Gas Project		100
Offeror's Name	Total Bid Amount (Total Revenue to Metro)	RFP Cost Points
Burnham RNG LLC	\$53,100,000.00	100.00
Piedmont Natural Gas Co	\$40,000,000.00	75.33



Notice  
Unacceptable Offer

Solicitation Number	396418	Date	6/11/2025   12:30 PM CDT
Solicitation Title	Renewable Natural Gas Project		
Buyer Name	Marissa Conklin	Buyer Email	Marissa.conklin@nashville.gov
BAO Rep	Christopher Wood	BAO Email	Christoper.wood@nashville.gov

Unacceptable Offer

The following supplier has submitted an offer that is unacceptable:

Company Name	Ameresco Inc	Company Contact		Sheila Burkholder	
Street Address	111 Speen Street				
City	Framingham	State	MA	Zipcode	01701

Suppliers with unacceptable offers will not be considered for award.

Public Information and Records Retention

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Buyer Name	Marissa Conklin	Buyer Email	Marissa.conklin@nashville.gov
BAO Rep	Christopher Wood	BAO Email	Christopher.wood@nashville.gov

Unacceptable Offer

The following supplier has submitted an offer that is unacceptable:

Company Name	Terreva Renewables, LLC	Company Contact		Matt Holub	
Street Address	889 Howell Mill Road NW, Suite 4300				
City	Atlanta	State	GA	Zipcode	30318

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