



Notice of Intent to Award

Solicitation Number	393394	Award Date	9/3/2025 11:31 AM CDT
Solicitation Title	Provide Historic Fort Nash Borough Activation		
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	Old Town Trolley Tours of Nashville, Inc	Company Contact	Steve Burress
Street Address	120 Spence Lane		
City	Nashville	State	TN
		Zipcode	37210

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.

Management (Initial)

Dennis Rowland

Purchasing Agent & Chief Procurement Officer

RFQ 393394 - Provide Historic Fort Nash Borough Activation

Scoring and Justification

Offeror/Evaluation Criteria	Cost (30)	Qualifications and Experience (40)	Business Plan (30)	Total Points (100)
Old Town Trolley Tours of Nashville, Inc	30.00	39.00	25.00	94.00

Solicitation Title & Number		Total RFP Cost Points
RFQ 393394; Provide Historic Fort Nash Borough Activation		30
Offeror's Name	Total Bid Amount	RFP Cost Points
Old Town Trolley Tours of Nashville, Inc	\$19,115,000.00	30.00

Old Town Trolley Tours of Nashville, Inc	
Strengths	Weaknesses
<p>Proposed qualification and experience demonstrated related prime experience.</p> <p>Proposed qualification and experience demonstrated a detailed unique prime expertise and/or approach.</p> <p>Proposed a great business plan, which included extensive history and background for providing tours.</p> <p>Proposed a good list of recommended changes to improve revenue for Metro and provided a good list of similar projects.</p>	<p>Proposed qualifications and experience lacked details about subcontractors.</p> <p>Organization chart submitted with qualifications and experience proposal lacked details.</p> <p>Proposed business plan lacked specifics, did not mention timing/schedule</p>