



Notice of Intent to Award

Solicitation Number	399444	Award Date	10/21/2025 7:50 AM CDT
Solicitation Title	Roofing Envelope Assessment, Consulting, and Project Management Services		
Buyer Name	Brad Wall	Buyer Email	brad.wall@nashville.gov
BAO Rep	Brianna Minter	BAO Email	brianna.minter@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	Roof Resources, Inc.	Company Contact	Deirdre Dolgin
Street Address	63 N Waterview DR.		
City	Palm Coast	State	FL
		Zipcode	32137

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.

A valid protest must demonstrate that the purchasing agent did not follow the law, the regulations, or the dictates of the solicitation. Protests based upon subjective scoring are not appropriate and may be grounds for placing the actual or prospective bidder, offeror, or contractor on the list of suspended or debarred persons.

Dennis Rowland

Dennis Rowland

Purchasing Agent & Chief Procurement Officer

ZK

(Initial)

Zak Kelley

RFQ #399444 Roofing Envelope Assessment, Consulting, and Project Management Services		
	Roof Resources, Inc.	The Epsten Group, Inc.
Cost/Pricing (30 Points)	30.00	11.21
Qualifications and Experience (35 Points)	34.00	32.00
Project Approach and Capacity to Perform (35 Points)	35.00	32.00
Total (100 Points)	99.00	75.21

Roof Resources, Inc.
<p>Strengths - The offeror demonstrated significant experience providing roofing assessments and roofing project management services that includes repairs or replacements. The offeror provided detailed reference projects that encompassed all aspects and services in accordance with the city of Nashville. The offeror demonstrated a more in-depth understanding and familiarity with the Metropolitan Government of Nashville and Davidson County "Metro" codes and regulations governing roofing repairs and assessments. The offeror's web-based roofing database being proposed provides information on roof materials, roof conditions, maintenance options, budgets, and estimated life expectancy estimates for each roof section. The offeror provided detailed information regarding their approach to managing roofing projects, capacity to service multiple roof projects at once, communicate individual project performance to Metro key stakeholders, identify risks, recommend risk mitigation efforts, and keep Metro informed of how those mitigation efforts are executed to overcome potential risks.</p> <p>Weaknesses - The offeror lacked specific information regarding the LEED certification level achieved on projects where they have performed project management services.</p>

The Epsten Group, Inc.
<p>Strengths - The offeror demonstrated significant experience with overall building enclosure assessments. The offeror demonstrated ability to meet or exceed the LEED certifications requested by clients.</p>

Weaknesses - The offeror's reference projects didn't demonstrate the full capacity of their ability to provide detailed assessments and roof consulting requirements for the city of Nashville. The offeror demonstrated a general understanding and familiarity with the Metropolitan Government of Nashville and Davidson County "Metro" codes and regulations governing roofing repairs and assessments but not an in-depth understanding of the Metro codes related to existing buildings. The offeror's web-based roofing database is mainly for commissioning and asset management and lacks detail on what it will provide for Metro's roofing assessments. The offeror's description of their approach to managing roofing projects lacked detail.

Solicitation Title & Number			RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
Roofing Envelope Assessment, Consulting, and Project Management Services; RFQ #399444			24.00	6.00	30.00
Offeror's Name	Total Bid Amount	SBE/SDV Participation Amount	RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
Roof Resources, Inc	\$6,250,000.00	\$6,250,000.00	24.00	6.00	30.00
The Epsten Group, Inc.	\$13,379,022.24	\$0.00	11.21	0.00	11.21

BAO Small Business Assessment Sheet

BAO Specialist: Brianna Minter
Contract Specialist: Brad Wall
Date: 10/20/2025

Department Name: General Services
RFP/ITB Number: 399444

Project Name: Roofing Envelope Assessment, Consulting and Project Management Services

Primary Contractor*	Prime Bid Amount	Total Proposed SBE (\$)	SBE Subs approved?	SBE (%)	Comments
Roof Resources Inc	\$ 6,250,000.00	\$ 6,250,000.00	N/A	100%	Prime is a Metro approved SBE and proposed no additional subcontractor utilization.