

JGR Manager (Initial)



Notice of Intent to Award

Solicitation Number	396555	Award Date	10/27/2025 3:23 PM CDT
Solicitation Title	Fort Negley Park Improvements Phase I		
Buyer Name	Marissa Conklin	Buyer Email	Marissa.Conklin@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	Orion Building Corporation	Company Contact		Jason Larkins	
Street Address	9025 Overlook Blvd., Suite 100				
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.

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
Purchasing Agent & Chief Procurement Officer

 (Initial)
Zak Kelley

RFQ 396555 – Fort Negley Park Improvements Phase I

Scoring and Justification

Offeror/Evaluation Criteria	Cost (30)	Qualifications & Experience (35)	Methodology & Approach (35)	Total Points (100)
Baron Construction, LLC	27.76	23.00	25.00	75.76
Bulley & Andrews Rocky City, LLC	23.13	29.00	31.00	83.13
City Construction, LLC	12.79	22.00	19.00	53.79
Orion Building Corporation	30.00	34.00	35.00	99.00
R.C. Mathews Contractor, LLC	26.02	31.00	34.00	91.02
Solomon Builders	29.20	29.00	30.00	88.20

RFQ 396555 – Fort Negley Park Improvements Phase I Scoring and Justification

Solicitation Title & Number		RFP Cost Points
RFQ 396555; Fort Negley Park Improvements Phase I		30
Offeror's Name	Total Bid Amount	RFP Cost Points
Orion Building Corporation	\$11,000,942.79	30.00
Solomon Builders	\$11,303,168.75	29.20
Baron Construction, LLC	\$11,890,304.68	27.76
R.C. Mathews Contractor, LLC	\$12,682,520.45	26.02
Bulley & Andrews Rocky City, LLC	\$14,270,535.82	23.13
City Construction, LLC	\$25,797,419.08	12.79

Baron Construction, LLC	
Strengths	Weaknesses
<p>Proposed Qualifications meets expectations.</p> <p>Experience proposed was great; providing battle site work experience which is above expectations.</p> <p>Proposed Methodology and Approach meets expectations</p>	<p>Proposed experience, Metro Parks projects listed were over a decade old. Portfolio lacked details, projects lacked in similar size/scale which is below expectations.</p> <p>Proposed Methodology and Approach, safety record lacked details and multiple references of using shipping containers which is below expectations. EMR was requested and provided was MOD which is below expectations.</p>

RFQ 396555 – Fort Negley Park Improvements Phase I

Scoring and Justification

Bulley & Andrews Rocky City, LLC	
Strengths	Weaknesses
Proposed Qualifications and Experience provided good resumes and park related projects were great and meets expectations in this regard.	Proposed Qualifications & Experience, timeline was off and is below expectations. Provided EMR but located in wrong requested evaluation section.
Proposed Methodology and Approach has great project schedule and logistics plan and meets expectations.	Proposed Methodology and Approach, Wayfinding was missing and is below expectations.

City Construction, LLC	
Strengths	Weaknesses
Proposed Qualifications and Experience, provided resumes and listed current/previous projects and meets expectations.	Proposed Qualifications and Experience, hard to follow, font size changed in middle of paragraphs. State Capitol is only historic site project listed which is significantly below expectations.
Proposed Methodology and Approach provided a historic preservation approach and meets expectations.	Proposed Methodology and Approach, lacking details about tree protection, EMR is wrong section and was higher than most which is below expectations. Schedule was missing and format was off.

Orion Builders Corporation	
Strengths	Weaknesses
Proposed Qualifications and Experience, provided great relevant experience, worked on high profile projects before which exceeds expectations in that regard. The anticipated percentage of time dedicated to this project was great.	Proposed Qualifications and Experience, schedules for current projects are a little off on the dates which is below expectations.
Proposed Methodology and Approach was very detailed and responded to all bullets and meets expectations. Provided case studies and site specific proposals which is significantly above expectations.	

RFQ 396555 – Fort Negley Park Improvements Phase I

Scoring and Justification

R.C. Mathews Contractor, LLC	
Strengths	Weaknesses
<p>Proposed Qualifications and Experience, provided resumes and listed great experience with historic sites and meets expectations.</p> <p>Proposed Methodology and Approach provided a historic preservation approach and meets expectations. Reporting process was great, provided an assessment assignment chart which was above expectations in that regard.</p>	<p>Proposed Qualifications and Experience lacked clarity and details on resumes and is below expectations. Provided a long lead time for completion of project.</p> <p>Proposed Methodology and Approach, lacking details on value engineering. Provided extra preconstruction information but no pricing attached.</p>
Solomon Builders	
Strengths	Weaknesses
<p>Proposed Qualifications and Experience, provided resumes and listed great experience and meets expectations.</p> <p>Proposed Methodology and Approach provided tree protection in great detail, responded to all bullet points which meets expectations.</p>	<p>Proposed Qualifications and Experience lacked details and projects on similar scope and size are more structure projects not Park related and is below expectations. Lacked attention to detail, on anticipated completion dates for projects.</p> <p>Proposed Methodology and Approach, providing historic coordination in the approach was limited. Project schedule lacked details and is below expectations.</p>



Statement of M/WBE Utilization

Proposer's/Firm's Name: Orion Building Corporation	Proposer's Phone #: 615-321-4499
Solicitation Title: Fort Negley Park Improvements	Proposer's Email Address: jlarkins@orionbldg.com
Solicitation #: 396555	Amount Self-performed : 0%
Proposer's/Firm's Ownership: Non-M/WBE	Total Bid Amount: 17,275,323.48
Proposed EBO Goal (%): 9 MBE% 9 WBE%	EBO Goal Met? (Y/N) NO

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

	MBE/WBE Firm Name	MBE/WBE Firm Address	Phone/E-Mail	Certificate Type (MBE or WBE)	* MBE/WBE Group Type *	Code # UNSPS/NAICS	Description of Work	MBE/WBE Dollars (\$)	Percent of Total Contract
1	Nickell Company kimw@dnickell.com	785 Armstrong lane Columbia, TN 38401	931-388-3644	WBE	Select	72101700	concrete	1,312,774	7.60
2	Grade A Construction rachel.reigard@gradeaservices.com	9857 Lebanon Rd. Mt. Juliet, TN 37122	615-444-8133	WBE	Select	72130000	site work	2,395,512	13.87
3				Select	Select				
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) *Please ensure to save the document as a PDF and refrain from printing and signing it.*	Date
Jason Larkins, Vice President	10/01/2025

*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?	NO	For Internal Office Use ONLY	If No, Good Faith Efforts Met?	YES
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BAO Representative: Brianna Minter	Metro Buyer: Marissa Conklin	Project Manager: Sean Alexander	Date: 10/24/25
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Total MBE Subcontracting	0	%	\$ 0.00
Total WBE Subcontracting	21.47	%	\$ 3,708,286
Total MBE/WBE Participation:	21.47	%	\$ 3,708,286

BAO Notes:

BAO Small Business Assessment Sheet

BAO Specialist: Brianna Minter

Contract Specialist: Marissa Conklin

Date: 10/24/2025

Department Name: Parks

RFP/ITB Number: 396555

Project Name: Fort Negley Park Improvements Phase 1

Primary Contractor*	Prime Bid Amount	Total Proposed SBE/SDV (\$)	Acknowledged SBE/SDV Requirement	SBE/SDV Requirement (%)	Comments
Orion Building Corporation	\$ 17,275,323	\$ 1,312,774	Yes	14%	The prime IS a metro Approved SBE, but will not be self-performing any work. Acknowledged 14% SBE/SDV requirement over life of the project and consequences of misrepresentation. (D. Nickell Company LLC 7.6%)

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METROPOLITAN GOVERNMENT OF NASHVILLE - DAVIDSON COUNTY

M/WBE SUBCONTRACTORS GOOD FAITH EFFORTS

SUMMARY SHEET

THIS DOCUMENT MUST BE ACCURATELY COMPLETED, SIGNED AND SUBMITTED WITH THE BID OR PROPOSAL (Due with Bid Submission if Applicable)			
Project Name: Ft. Negley Park Improvements Phase 1		Project Number: 396555	
Company Name: Orion Building Corporation	Date Submitted: 10/01/2025	Total Contract Value:	
Address: 9025 Overlook Blvd., Suite 100		Federal Tax ID# 62-1179079	
Contact Person: Jason Larkins	Email: jlarkins@orionbldg.com	Phone #: 615-321-4499	
GOOD FAITH EFFORTS SUMMARY SHEET			
Number	Bidder Action(s)	BAO Only	
1.	Solicitation and written notice to available and certified MWBEs: Soliciting specific individual MWBEs whose availability as potential sources of goods or services can be reasonably ascertained. This measure includes sending letters or making other personal contacts with specific certified MWBEs including those that the Bidder has contracted with in the past as well as other MWBEs with which the Bidder may be unfamiliar, but whose identities can be ascertained from a directory of certified MWBEs maintained by the BAO. The written notices contain: I. Enough information about the plans, specs, and terms & conditions of the solicitation; II. A contact person knowledgeable of the project documents available to answer questions about the condition of the contract; III. Information regarding the Bidder's bonding requirements; IV. The deadline for submission of price quotations.	Pass	

For each MBE/WBE firm contacted, list the name(s) and all information requested below related to the above project. If additional space is required, this form may be duplicated.

Company Name/Address/Contact Person/Phone/Email	Type of Business	Type of Work/Service(s) Solicited	How Business was contacted (i.e. email, phone, letter, etc.?)	Response to Solicitation (i.e. will submit bid, no response, not interested)	Bid/Quote Amount	Company Selected (Write Yes or NO)
LA Scapes	WBE	Landscaping	Phone and email	rec'd lower price	\$659,779	NO
	Select		deductive alternates not included in above price			Select

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Contact Person: Jason Larkins	Email:	Phone #: 615-321-4499
GOOD FAITH EFFORTS SUMMARY SHEET CHECKLIST		
Number	Bidder Action(s)	BAO Only
2.	Meetings: Attended or held informational meetings to update potential subcontractors or vendors of subcontracting or supply opportunities.	Pass

List all information requested below related to the above project. If additional space is required, this form may be duplicated.

Company Name/Address/Contact Person/Phone Number/Email	Description of Meeting Notices for M/W/SDVEs	Date M/W/SDVE Attended, if applicable
LA Scapes/Letisia Smit/Thompsons Station, TN/ 615-241-1393/letisis.smit@lascapes.com	Called Letisia and spoke about scope, also followed up with emails.	08/01/2025

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Company Name: Orion Building Corporation	Date Submitted: 10/01/2025	Total Contract Value:
Address: 9025 Overlook Blvd., Suite 100		Federal Tax ID# 62-1179079
Contact Person: JASON LARKINS	Email:	Phone #: 615-321-4499
GOOD FAITH EFFORTS SUMMARY SHEET CHECKLIST		
Number	Bidder Action(s)	BAO Only
3. Not Applicable	Unbundling. Divided the contract, in accordance with normal industry practice, into small, economically feasible segments that could be performed by MWBEs. Under no circumstances, however, shall a bidder segment work solely for the purpose of utilizing MWBEs as subcontractors where such segmentation is not in accordance with common and accepted industry practices relating to the utilization of other firms as subcontractors.	Fail

What Scope of Project Was Divided?

1. Not applicable	2.
3.	4.
5.	6.

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M/WBE SUBCONTRACTORS GOOD FAITH EFFORTS

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Contact Person: Jason Larkins	Email:	Phone #: 615-321-4499
GOOD FAITH EFFORTS SUMMARY SHEET CHECKLIST		
Number	Bidder Action(s)	BAO Only
4.	Rejection: Provided a written explanation for rejection of any potential subcontractor or vendor to the Bidder, including the name of the firm awarded the subcontract or supply agreement.	Pass

For each MBE/WBE firm contacted, list the name(s) and all information requested below related to the above project. If additional space is required, this form may be duplicated.

M/WBE Firm Name/Address/Contact Person/Phone Number/Email	Description of Proposed Work	Reason for Rejection
see GFE page 1 for reson		

METROPOLITAN GOVERNMENT OF NASHVILLE - DAVIDSON COUNTY
M/WBE SUBCONTRACTORS GOOD FAITH EFFORTS
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Contact Person: JASON LARKINS	Email:	Phone #: 615-321-4499
GOOD FAITH EFFORTS SUMMARY SHEET CHECKLIST		
Number	Bidder Action(s)	BAO Only
5.	Non-discrimination: Providing a non-discriminatory work site. Maintaining a work environment free of harassment, intimidation and coercion at all construction sites, offices and other facilities at which the Bidder's employees are assigned to work. The Bidder shall specifically ensure that all labor supervisors, superintendents, and other on-site supervisory personnel are aware of and carry out the Bidder's obligation to maintain a non-discriminatory work environment.	Pass

For each training, list the type of training and date.

Type of Training	Date of Training
Internal company training with Gwen Simms	
from MNPS diversity approx. every 2 years	

METROPOLITAN GOVERNMENT OF NASHVILLE - DAVIDSON COUNTY

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Contact Person: Jason Larkins	Email:	Phone #: 615-321-4499
GOOD FAITH EFFORTS SUMMARY SHEET CHECKLIST		
Number	Bidder Action(s)	BAO Only
6.	Community and Other Organizational Services Support: Advertising in trade publications of general circulation in the Program Area. The advertisement shall identify and describe the specific subcontracting or other opportunity in reasonable detail.	Pass

For each MBE/WBE firm contacted, list the name(s) and all information requested below related to the above project. If additional space is required, this form may be duplicated.

Publication Name	Date of Publication	Please provide copy.
iSqFt	8/1/2025	see example attached

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Contact Person: Jason Larkins	Email:	Phone #: 615-321-4499
GOOD FAITH EFFORTS SUMMARY SHEET CHECKLIST		
Number	Bidder Action(s)	BAO Only
7.	Assistance: Bonding/Lines of Credit/Insurance: Providing reasonable assistance to a MWBE in need of equipment, supplies, bonding, letters of credit and/or insurance.	N/A

For each MBE/WBE firm contacted, list the name(s) and all information requested below related to the above project. If additional space is required, this form may be duplicated.

Company Name/Address/Contact Person/Phone Number/Email	Type of Assistance
See EBO sheet Part 1 for list of diversity subcontractors who were notified of this bid solicitation.	None required assistance from Orion

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M/WBE SUBCONTRACTORS GOOD FAITH EFFORTS
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8.	Database Utilization Accessed all reasonable and available means to include, but not limited to the following example: https://nashville.diversitycompliance.com/	Pass

For each MBE/WBE firm contacted, list the name(s) and all information requested below related to the above project. If additional space is required, this form may be duplicated.

Database Accessed	Date of Access	Results
Metro DBE Directory	08/01/25	Used the subs listed on our bid list. Contacted ALL subs on the DBE directory that fit the scopes of work for this project via email and phone.

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M/WBE SUBCONTRACTORS GOOD FAITH EFFORTS

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9.	Mentor Protégé' Relationship/Technical Assistance: Providing reasonable technical assistance to a MWBEs to ameliorate any deficiencies of technical knowledge or advance skill, where such assistance is undertaken by the Bidder to facilitate the MWBE's successful participation on a project or contract.	N/A	

For each MBE/WBE firm assisted, list the name(s) and all information requested below related to the above project. If additional space is required, this form may be duplicated.

Company Name	Type of Assistance	If Mentor Protégé' Agreement Reached, Please Provide Copy.
Not applicable as no companies needed this type of help		

By submitting this it is hereby certified that the above firms were contacted and offered an opportunity to respond on the above project. We further certify that the above statements are a true account of all firms' responses to our solicitation. Copies of all bids and/or quotes will be made available upon request. Failure to provide BAO requested documentation may result in noncompliance

Please ensure to save the document as a PDF and refrain from printing and signing it.



EQUAL BUSINESS OPPORTUNITY PROGRAM FORM

Please complete this form to provide Metro with information regarding each individual or entity requesting information about the project or solicited for participation on the project. The list of subcontractors shall include those persons who did not actually submit a price quotation or bid, rather just requested information. Please contact the Business Assistance Office with any questions at 615-880-2814.

Project Name Fort Negley Park Improvements Phase 1

RFP/ITB Number : 396555

Part I STATEMENT OF INTERESTED M/WBE SUBCONTRACTORS AND VENDORS

As part of our regular and customary good faith efforts to include MWBE subcontractors, suppliers and joint venturers, Orion Building Corporation
(Company Name) has contacted or was contacted by the following certified MWBEs related to our bid/proposal.

<i>Business Name & Contact</i>	<i>Phone No</i>	<i>MBE/WBE Certificate Type</i>	<i>Date of Contact</i>	<i>Method of Contact</i>	<i>Who Initiated Contact?</i>	<i>UNSPS Code # for work to be performed</i>	<i>Information Requested</i>
D. Nickell Company	931-388-3644	WBE	08/01/25	email	Orion	72101700	
Crown Paving	615-270-2401	WBE	08/01/25	email	Orion	30121601	
Grade A Construction	615-444-8133	WBE	08/01/25	email	Orion	72130000	
Jerry B. Young Construction, Inc.	615-443-0493	MBE	08/01/25	email	Orion	238910	
LA Scapes	615-613-7094	WBE	08/01/25	email	Orion	72102902	
		MBE	08/01/25	email	Orion		



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Steel Fab, Inc.	731-424-2600	MBE	08/01/25	email	Orion	30000000	
Real Steel Fabricators	615-541-7180	MBE	08/01/25	email	Orion	31330000	
A&S Electric	615-244-9560	MBE	08/01/25	email	Orion	72102200	
<i>Business Name & Contact</i>	<i>Phone No</i>	<i>MBE/WBE Certificate Type</i>	<i>Date of Contact</i>	<i>Method of Contact</i>	<i>Who Initiated Contact?</i>	<i>UNSPS Code # for work to be performed</i>	<i>Information Requested</i>
A&R Services	615-394-8830	MBE	08/01/25	email	Orion	72101700	
Ace Contractors	615-568-0060	MBE	08/01/25	email	Orion	30121704	
Alexander Metals	615-256-6070	MBE	08/01/25	email	Orion	72130000	



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Orion Building Corporation
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Alley Land and Fencing, LLC	615-613-5076	WBE	08/01/25	email	Orion	72154013	
All-N-One Lawn Care, LLC	615-445-5134	MBE	08/01/25	email	Orion	72102902	
Bozman Sign Company	615-831-9530	WBE	08/01/25	email	Orion	55120000	
<i>Business Name & Contact</i>	<i>Phone No</i>	<i>MBE/WBE Certificate Type</i>	<i>Date of Contact</i>	<i>Method of Contact</i>	<i>Who Initiated Contact?</i>	<i>UNSPS Code # for work to be performed</i>	<i>Information Requested</i>
EJO Ventures	615-347-2173	MBE	08/01/25	email	Orion	26120000	
I/S Engineering, Inc.	615-515-4680	WBE	08/01/25	email	Orion	72130000	
Lori's Transportation and Excavation	770-753-6403	MBE	08/01/25	email	Orion	72131701	



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Project Name Fort Negley Park Improvements Phase 1

RFP/ITB Number 396555

Part I STATEMENT OF INTERESTED M/WBE SUBCONTRACTORS AND VENDORS

As part of our regular and customary good faith efforts to include MWBE subcontractors, suppliers and joint venturers,
Orion Building Corporation has contacted or was contacted by the following certified MWBEs related to our bid/proposal.
(Company Name)

<i>Business Name & Contact</i>	<i>Phone No</i>	<i>MBE/WBE Certificate Type</i>	<i>Date of Contact</i>	<i>Method of Contact</i>	<i>Who Initiated Contact?</i>	<i>UNSPS Code # for work to be performed</i>	<i>Information Requested</i>
Maryland Electric Company	931-591-3010	WBE	08/01/25	email	Orion	72102200	
Music City's Tru-Line Masonry Contractors, LLC	615-876-8715	WBE	08/01/25	email	Orion	72102500	
Pinnacle Construction Partners	615-377-7830	MBE	08/01/25	email	Orion	72131701	

From:
Kenny Breeden (kbreeden@orionbldg.com)
Subject:
Invitation to Bid - Fort Negley Phase 1 Site Renovation
Sent:
08/01/2025 12:11 PM ET
Attachments:

INVITATION TO BID



From: Orion Building Corporation
Sent: Friday, August 1, 2025 12:11 PM ET
Email: kbreeden@orionbldg.com
Phone: (615) 321-4499
Fax: (615) 327-4171

A message like this was sent to
every subcontractor we wanted
to participate on the project.

Let us know your bid intention here:

Will Bid

Under Review

Won't Bid

Attention: Brian Petty - brian@tcerental.com
Company: 2020 Earthworks, Inc.

You have been invited to bid:
Fort Negley Phase 1 Site Renovation

Bid Due Date: Wednesday, September 10, 2025 2:00 PM CT
Project Location: 1100 Fort Negley Blvd, Nashville, TN 37203
Project Start Date:
Contact: Kenny Breeden

Description:

Message to Bidders:

[Click here to view the project](#)

Access Number: 3K51-S5QT

Let us know your bid intention here:

<input type="button" value="Will Bid"/>	<input type="button" value="Under Review"/>	<input type="button" value="Won't Bid"/>
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For help, visit <http://www.isqft.com/start/pages/contact-support/> or call us at (877) 4CC-TOOL (422-8665).



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