



Notice of Intent to Award

|                     |                        |             |                                  |
|---------------------|------------------------|-------------|----------------------------------|
| Solicitation Number | 399535                 | Award Date  | 11/21/2025   8:27 AM CST         |
| Solicitation Title  | Guardrail Installation |             |                                  |
| Buyer Name          | Daniel Drumwright      | Buyer Email | Daniel.Drumwright2@nashville.gov |
| BAO Rep             | Trevor Hilton          | BAO Email   | Trevor.Hilton@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   | Leland, Inc      | Company Contact | Jacob Bender |
| Street Address | 3110 Wingate Ave |                 |              |
| City           | Nashville        | State           | TN           |
|                |                  | Zipcode         | 37221        |

|                |                           |                 |              |
|----------------|---------------------------|-----------------|--------------|
| Company Name   | Sentinel Construction LLC | Company Contact | Bill Rodgers |
| Street Address | 500 Stefan Court          |                 |              |
| City           | Franklin                  | State           | TN           |
|                |                           | Zipcode         | 37065        |

|                |                                  |                 |             |
|----------------|----------------------------------|-----------------|-------------|
| Company Name   | Reynolds Fence & Guardrail, Inc. | Company Contact | Tracy Jolly |
| Street Address | 320 Machado Dr. NC 28079         |                 |             |
| City           | Indian Trail                     | State           | NC          |
|                |                                  | Zipcode         | 28079       |

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

Zak Kelley

(Initial)

| Enter Solicitation Title & Number Below |                          |                      |                           |                         |                             |                     |
|---|--------------------------|----------------------|---------------------------|-------------------------|-----------------------------|---------------------|
| RFQ 399535 Guardrail Installations      | Min. SBE/SDV Requirement | Incentive Percentage | Incentive Calculator      | Lowest Bid              | MACP                        | Winning Bid         |
|   | 19.0%                    | 0.00%                | 0.00%                     | \$9,087,457             | N/A                         | \$9,087,457.17      |
| Offeror's Name                          | Bids                     | SBE                  | Participation Requirement | Participation Incentive | Incentive Evaluation Amount | Status of ITB Award |
| Leland Inc.                             | \$9,087,457.17           | \$6,354,757.00       | \$1,726,617               | \$0                     | \$9,087,457                 | Awarded             |
| Reynolds Fence & Guardrail Inc          | \$18,676,633.63          | \$18,676,633.63      | \$3,548,560               | \$0                     | \$18,676,634                | Awarded             |
| Sentinel Construction LLC               | \$18,506,996.75          | \$3,516,329.38       | \$3,516,329               | \$0                     | \$18,506,997                | Awarded             |



Statement of M/WBE Utilization

|   |   |
|---|---|
| Proposer's/Firm's Name: Leland Inc.         | Proposer's Phone #: 858 405 0318                      |
| Solicitation Title: Guardrail Installations | Proposer's Email Address: jacob@lelandcorporation.com |
| Solicitation #: 399535,2                    | Amount Self-performed : \$3,177,378.76                |
| Proposer's/Firm's Ownership: Non-M/WBE      | Total Bid Amount: \$6,354,757.52                      |
| Proposed EBO Goal (%): 3 MBE% 9 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<br>(MBE or WBE) | * MBE/WBE<br>Group Type * | Code #<br>UNSPS/NAICS | Description of Work               | MBE/WBE<br>Dollars (\$) | Percent<br>of Total Contract |
| 1  | A AND R SERVICES         |  | 4064 MANNING HOLLOW ROAD, PEGRAM, TN 37143 | 615-394-8830 REWIN.ARSERVIC      | MBE                  | 1                         |                       | DEMOLITION AND HAULING EXCAVATION |                         | 3%                           |
| 2  | John Bouchard & Sons Co. |  | 1024 Harrison Street Nashville TN, 37203   | (615) 256-0112 / Vickie.Smith@jb | WBE                  | 1                         | 237110                | Mechanical & Plumbing Restoration |                         | 9%                           |
| 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       |
| Jacob Bender / CEO   | 10/20/2025 |

\*Note: MWBE is defined as business enterprise maintaining a significant business prescience 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 | For Internal Office Use ONLY   | BAO Only |
|                                   |     | If No, Good Faith Efforts Met? |          |

|                                   |                                |                              |                |
|-----------------------------------|--------------------------------|------------------------------|----------------|
| BAO Representative: Trevor Hilton | Metro Buyer: Daniel Drumwright | Project Manager: Tommy Jones | Date: 10/20/25 |
|-----------------------------------|--------------------------------|------------------------------|----------------|

|                              |     |   |               |
|------------------------------|-----|---|---------------|
| Total MBE Subcontracting     | 3%  | % | \$ 190,642.73 |
| Total WBE Subcontracting     | 9%  | % | \$ 571,928.18 |
| Total MBE/WBE Participation: | 12% | % | \$ 762,570.91 |

BAO Notes:

BAO Small Business Assessment Sheet

BAO Specialist: Trevor Hilton

Contract Specialist: Daniel Drumwright

Date: 11/18/2025

Department Name: NDOT

RFP/ITB Number: 399535

| Project Name: Guardrail Installations |                              |                  |                             |                                  |                         |   |
|---------------------------------------|------------------------------|------------------|-----------------------------|----------------------------------|-------------------------|---|
| Primary Contractor*                   | Primary Contractor Ownership | Prime Bid Amount | Total Proposed SBE/SDV (\$) | Acknowledged SBE/SDV Requirement | SBE/SDV Requirement (%) | Comments  |
| Leland, Inc.                          | SDVE                         | \$ 6,354,758     | \$ 3,368,021                | Yes                              | 19%                     | The Prime has acknowledged 19% SBE/SDV requirement over life of the project. and consequences of misrepresentation. |

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[illegible]

METROPOLITAN GOVERNMENT OF NASHVILLE - DAVIDSON COUNTY  
M/WBE SUBCONTRACTORS GOOD FAITH EFFORTS  
SUMMARY SHEET

|  |  |  |  |
|--|--|--|--|
| <b>THIS DOCUMENT MUST BE ACCURATELY COMPLETED, SIGNED AND SUBMITTED WITH THE BID OR PROPOSAL</b> |  |  |  |
| <b>(Due with Bid Submission if Applicable)</b>   |  |  |  |
| <b>Project Name:</b> Guardrail Installations   |  | <b>Project Number:</b> 399535,2              |  |
| <b>Company Name:</b> Reynolds Fence & Guardrail, Inc.  | <b>Date Submitted:</b> 11/17/2025  | <b>Total Contract Value:</b> \$18,676,633.63 |  |
| <b>Address:</b> 9320 Machado Drive   |  | <b>Federal Tax ID#</b> 56-1358778            |  |
| <b>Contact Person:</b> Jackson Edwards   | <b>Email:</b>  | <b>Phone #:</b> 704-753-4992                 |  |
| <b>GOOD FAITH EFFORTS SUMMARY SHEET</b>  |  |  |  |
| <b>Number</b>  | <b>Bidder Action(s)</b>  | <b>BAO Only</b>                              |  |
| 1.   | <p><b>Solicitation and written notice to available and certified MWBEs:</b><br/>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.</p> <p>The written notices contain:</p> <ul style="list-style-type: none"> <li>I. Enough information about the plans, specs, and terms &amp; conditions of the solicitation;</li> <li>II. A contact person knowledgeable of the project documents available to answer questions about the condition of the contract;</li> <li>III. Information regarding the Bidder's bonding requirements;</li> <li>IV. The deadline for submission of price quotations.</li> </ul> | 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) |
|--|------------------|-----------------------------------|---|--|------------------|------------------------------------|
| Big Boi Haulers / 4837 Chelanic Circle, Murfreesboro, TN 37219 / 615-427-5543                  | MBE              | Trucking / Materials              | Email   | Will submit bid  | 560,299.01       | YES                                |
| Dillon Traffic and Safety Management / 3015 Sutton Court, Old Hickory, TN 37138 / 615-330-9162 | Select           | (SDV) Traffic Control             | Email   | Will submit bid  | 3,548,560.39     | YES                                |

METROPOLITAN GOVERNMENT OF NASHVILLE - DAVIDSON COUNTY  
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| Company Name: Reynolds Fence & Guardrail, Inc.   | Date Submitted: <b>11/17/2025</b>  | Total Contract Value: \$18,676,633.63 |
| Address: <b>9320 Machado Drive</b>   |  | Federal Tax ID# <b>56-1358778</b>     |
| Contact Person: <b>Jackson Edwards</b>   | Email:   | Phone #: <b>704-753-4992</b>          |
| 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. | Fail                                  |

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 |
|--|--|---------------------------------------|
| N/A  |  |                                       |
|  |  |                                       |
|  |  |                                       |

METROPOLITAN GOVERNMENT OF NASHVILLE - DAVIDSON COUNTY  
M/WBE SUBCONTRACTORS GOOD FAITH EFFORTS  
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| Company Name: Reynolds Fence & Guardrail, Inc.   | Date Submitted: 11/17/2025  | Total Contract Value: \$18,676,633.63 |
| Address: 9320 Machado Drive  |   | Federal Tax ID# 56-1358778            |
| Contact Person: JACKSON EDWARDS  | Email:  | Phone #: 704-753-4992                 |
| GOOD FAITH EFFORTS SUMMARY SHEET CHECKLIST   |   |                                       |
| Number   | Bidder Action(s)  | BAO Only                              |
| 3.   | 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. | Pass                                  |

What Scope of Project Was Divided?

|                         |                    |
|-------------------------|--------------------|
| 1. Trucking / Materials | 2. Traffic Control |
| 3.                      | 4.                 |
| 5.                      | 6.                 |



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| Contact Person: Jackson Edwards  | Email:  | Phone #: 704-753-4992                 |
| 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                             |
|---|------------------------------|--|
| Atwood Fence Company / 2048 Attala Rd. 2202 Kosciusko, MS 39090 / Neil Wise / 662-289-6338 / neal@atwoodfence.net | Guardrail Installation       | Late Bid/ Unable to fulfill project requirements |
|   |                              |  |
|   |                              |  |

METROPOLITAN GOVERNMENT OF NASHVILLE - DAVIDSON COUNTY  
M/WBE SUBCONTRACTORS GOOD FAITH EFFORTS  
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| Company Name: Reynolds Fence & Guardrail, Inc.   | Date Submitted: 11/17/2025   | Total Contract Value: \$18,676,633.63 |
| Address: 9320 Machado Drive  |  | Federal Tax ID# 56-1358778            |
| Contact Person: JACKSON EDWARDS  | Email:   | Phone #: 704-753-4992                 |
| 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 |
|--------------------------|------------------|
| Equal Employment Meeting | 09/16/2025       |
|                          |                  |
|                          |                  |
|                          |                  |

METROPOLITAN GOVERNMENT OF NASHVILLE - DAVIDSON COUNTY  
M/WBE SUBCONTRACTORS GOOD FAITH EFFORTS  
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| Company Name: Reynolds Fence & Guardrail, Inc.   | Date Submitted: 11/17/2025  | Total Contract Value: \$18,676,633.63 |
| Address: 9320 Machado Drive  |   | Federal Tax ID# 56-1358778            |
| Contact Person: JACKSON EDWARDS  | Email:  | Phone #: 704-753-4992                 |
| 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. | 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.

| Publication Name | Date of Publication | Please provide copy. |
|------------------|---------------------|----------------------|
| N/A              |                     |                      |
|                  |                     |                      |
|                  |                     |                      |

METROPOLITAN GOVERNMENT OF NASHVILLE - DAVIDSON COUNTY  
M/WBE SUBCONTRACTORS GOOD FAITH EFFORTS  
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| GOOD FAITH EFFORTS SUMMARY SHEET CHECKLIST   |  |                                       |
| Number   | Bidder Action(s)   | BAO Only                              |
| 7.   | Assistance: Bonding/Lines of Credit/Insurance:<br>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 |
|--|--------------------|
| N/A  |                    |
|  |                    |
|  |                    |

METROPOLITAN GOVERNMENT OF NASHVILLE - DAVIDSON COUNTY  
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| GOOD FAITH EFFORTS SUMMARY SHEET CHECKLIST   |   |                                       |
| Number   | Bidder Action(s)  | BAO Only                              |
| 8.   | <b>Database Utilization</b><br>Accessed all reasonable and available means to include, but not limited to the following example:<br><a href="https://nashville.diversitycompliance.com/">https://nashville.diversitycompliance.com/</a> | 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                             |
|-------------------------|----------------|-------------------------------------|
| Nashville DBE Directory | 06/01/25       | Two responsive subcontractors found |
|                         |                |                                     |
|                         |                |                                     |
|                         |                |                                     |

METROPOLITAN GOVERNMENT OF NASHVILLE - DAVIDSON COUNTY  
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| Address: 9320 Machado Drive  |   | Federal Tax ID# 56-1358778            |
| Contact Person: JACKSON Edwards  | Email:  | Phone #: 704-753-4992                 |
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| Number   | Bidder Action(s)  | BAO Only                              |
| 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. |
|--------------|--------------------|--|
| N/A          |                    |  |

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.



Statement of M/WBE Utilization

|  |   |
|--|---|
| Proposer's/Firm's Name: Reynolds Fence & Guardrail, Inc. | Proposer's Phone #: 704-753-4992                                |
| Solicitation Title: Guardrail Installations              | Proposer's Email Address: jackson@reynoldsfenceandguardrail.com |
| Solicitation #: 399535,2                                 | Amount Self-performed : \$14,567,774.23                         |
| Proposer's/Firm's Ownership: WBE                         | Total Bid Amount: \$18,676,633.63                               |
| Proposed EBO Goal (%): 3 MBE% 0 WBE%                     | EBO Goal Met? (Y/N) NO  |

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

|                   |                 |  | Certificate  | * MBE/WBE    | Code #      | Description of Work  | MBE/WBE      | Percent           |
|-------------------|-----------------|--|--------------|--------------|-------------|----------------------|--------------|-------------------|
|                   |                 |  | Type         | Group Type * | UNSPS/NAICS |                      | Dollars (\$) | of Total Contract |
| MBE/WBE Firm Name |                 |  | (MBE or WBE) |              |             |                      |              |                   |
| 1                 | Big Boi Haulers | 8437 Chelanic Circle, Murfreesboro, TN 37219 / | MBE          | 1            | 78101802    | Trucking / Materials | 560,299.01   | 3                 |
| 2                 |                 |  | Select       | Select       |             |                      |              |                   |
| 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.*<br><b>Jackson Edwards / Director of Operations</b> | Date<br><b>11/17/2025</b> |
|---|---------------------------|

\*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   | YES |
|                                   |    | If No, Good Faith Efforts Met? |     |

|                                   |                                |                              |                |
|-----------------------------------|--------------------------------|------------------------------|----------------|
| BAO Representative: Trevor Hilton | Metro Buyer: Daniel Drumwright | Project Manager: Tommy Jones | Date: 11/18/25 |
|-----------------------------------|--------------------------------|------------------------------|----------------|

|                              |   |   |              |
|------------------------------|---|---|--------------|
| Total MBE Subcontracting     | 3 | % | \$ 560299.01 |
| Total WBE Subcontracting     | 0 | % | \$ 0         |
| Total MBE/WBE Participation: | 3 | % | \$ 560299.01 |

BAO Notes:

Bidder initially put "Dillon Traffic and Safety Management" on MWBE Utilization form, however, that subcontractor is neither an MBE or WBE.

BAO Small Business Assessment Sheet

|  |
|--|
| BAO Specialist: Trevor Hilton          |
| Contract Specialist: Daniel Drumwright |
| Date: 11/18/2025                       |

|                        |
|------------------------|
| Department Name: NDOT  |
| RFP/ITB Number: 399535 |

| Project Name: Guardrail Installations |                              |                  |                             |                                  |                         |   |
|---------------------------------------|------------------------------|------------------|-----------------------------|----------------------------------|-------------------------|---|
| Primary Contractor*                   | Primary Contractor Ownership | Prime Bid Amount | Total Proposed SBE/SDV (\$) | Acknowledged SBE/SDV Requirement | SBE/SDV Requirement (%) | Comments  |
| Reynolds Fence & Guardrail Inc        | Non-SBE                      | \$ 18,676,634    | \$ 3,548,560                | Yes                              | 19%                     | The Prime has acknowledged 19% SBE/SDV requirement over life of the project. and consequences of misrepresentation. |



**Note:** MBE = Minority-owned business, WBE = Woman-owned business, SBE = Small business, SDV = Service Disabled Veteran-owned business, DBE = Federal Disadvantaged businesses.

**Your Firm's Name:** Reynolds Fence & Guardrail, Inc.

Solicitation Title: **Guardrail Installation**

Solicitation Number: 396408

Date: 11/17/2024

[illegible]



Statement of M/WBE Utilization

|   |  |  |  |
|---|--|--|--|
| Proposer's/Firm's Name: Sentinel Construction LLC |  | Proposer's Phone #: 615-479-4025                           |  |
| Solicitation Title: Guardrail Repairs             |  | Proposer's Email Address: Bill@SentinelConstructionLLC.com |  |
| Solicitation #: 399535                            |  | Amount Self-performed : 62%                                |  |
| Proposer's/Firm's Ownership: Non-M/WBE            |  | Total Bid Amount: 3,349,300                                |  |
| Proposed EBO Goal (%): 3 MBE% 9 WBE%              |  | EBO Goal Met? (Y/N) YES                                    |  |

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

|                   |                                    |  |                                      | Certificate Type | * MBE/WBE Group Type * | Code #      | Description of Work | MBE/WBE Dollars (\$) | Percent of Total Contract |
|-------------------|------------------------------------|--|--------------------------------------|------------------|------------------------|-------------|---------------------|----------------------|---------------------------|
| MBE/WBE Firm Name |                                    |  |                                      | (MBE or WBE)     |                        | UNSPS/NAICS |                     |                      |                           |
| 1                 | Patriot Safeguard Services         | 161 Front Street Smyrna, TN 37167        | 615-684-9493 inzeoni@patriotsafg.com | WBE              | Select                 |             | Traffic Control     | 637,950              | 19%                       |
| 2                 | Pantegon Traffic Control Solutions | 725 Cool Springs Blvd Franklin, TN 37067 | 615-613-5561 josh@pantegon.com       | MBE              | Select                 |             | Traffic Control     | 637,950              | 19%                       |
| 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       |
| Bill Rodgers   | 11/17/2025 |

\*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 | For Internal Office Use ONLY   | BAO Only |
|                                   |     | If No, Good Faith Efforts Met? |          |

|                                   |                                |                              |                |
|-----------------------------------|--------------------------------|------------------------------|----------------|
| BAO Representative: Trevor Hilton | Metro Buyer: Daniel Drumwright | Project Manager: Tommy Jones | Date: 11/17/25 |
|-----------------------------------|--------------------------------|------------------------------|----------------|

|                              |    |   |              |
|------------------------------|----|---|--------------|
| Total MBE Subcontracting     | 19 | % | \$ 637,950   |
| Total WBE Subcontracting     | 19 | % | \$ 637,950   |
| Total MBE/WBE Participation: | 38 | % | \$ 1,275,900 |

BAO Notes:

BAO Small Business Assessment Sheet

BAO Specialist: Trevor Hilton

Contract Specialist: Daniel Drumwright

Date: 11/18/2025

Department Name: NDOT

RFP/ITB Number: 399535

| Project Name: Guardrail Installations |                              |                  |                             |                                  |                         |   |
|---------------------------------------|------------------------------|------------------|-----------------------------|----------------------------------|-------------------------|---|
| Primary Contractor*                   | Primary Contractor Ownership | Prime Bid Amount | Total Proposed SBE/SDV (\$) | Acknowledged SBE/SDV Requirement | SBE/SDV Requirement (%) | Comments  |
| Sentinel Construction LLC             | Non-SBE                      | \$ 3,349,300     | \$ -                        | Yes                              | 19%                     | The Prime has acknowledged 19% SBE/SDV requirement over life of the project. and consequences of misrepresentation. |

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Metropolitan Government of Nashville and Davidson County

Subcontractor Report (List all proposed subcontractors, subconsultants, or suppliers regardless of their ownership status. SBE/SDV Primes should not enter their participation on this form, rather should enter it in the attributes section of the lines tab of their response.)

Note: MBE = Minority-owned business, WBE = Woman-owned business, SBE = Small business, SDV = Service Disabled Veteran-owned business, DBE = Federal Disadvantaged businesses

Your Firm's Name:

Sentinel Construction LLC

Solicitation Title:

Guardrail Installations

Solicitation Number:

399535

Date:

10/21/2025

| Subcontractor (Firm Name)       | Address                    | City     | St | Zip   | Contact Name     | Email  | Phone #      | MBE    | WBE    | SBE    | SDV    | DBE    | OTHER  | Contractor's Construction License classification(s), number, expiration date, and monetary limit | Work to be Performed | Estimated Dollar Value | Estimated % of Total Contract |
|---------------------------------|----------------------------|----------|----|-------|------------------|--|--------------|--------|--------|--------|--------|--------|--------|--|----------------------|------------------------|-------------------------------|
|                                 |                            |          |    |       |                  |  |              | Select | Select | Select | Select | Select | Select |  |                      |                        |                               |
| Patriot Safeguard Services LLC  | 161 Front Street           | Smyrna   | TN | 37167 | Nick Inzeo       | <a href="mailto:nzeoni@patriotsafeguard.com">nzeoni@patriotsafeguard.com</a> | 615-684-9493 | Select | Yes    | Select | Select | Select | Select | Yes  | Traffic Control      | \$637,950              | 19.00%                        |
| Pantegon Protetive Services LLC | 725 Cool Springs Boulevard | Franklin | TN | 37067 | Josh Del Rosario | <a href="mailto:josh@pantegon.com">josh@pantegon.com</a>                     | 615-613-5561 | Yes    | Select | Select | Select | Select | Select | Yes  | Traffic Control      | \$637,950              | 19.00%                        |
|                                 |                            |          |    |       |                  |  |              | Select | Select | Select | Select | Select | Select |  |                      |                        |                               |
|                                 |                            |          |    |       |                  |  |              | Select | Select | Select | Select | Select | Select |  |                      |                        |                               |