

JLR Manager (Initial)



Notice of Intent to Award

Solicitation Number	GG000041	Award Date	6/17/2026 10:38 AM CDT
Solicitation Title	Provide Nashville Riverfront Dockage Services		
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 (1)	Lock One Marina Services LLC
Company Name (2)	
Company Name (3)	
Company Name (4)	
Company Name (5)	
Company Name (6)	

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.

Michelle D. Hernandez Lane
Michelle Lane
Interim Purchasing Agent & Chief Procurement Officer

ZK (Initial)
Zak Kelley



GG000041 – Provide Nashville Riverfront Dockage Services

Company Name	Experience & Qualifications (20 Points)	Business Plan & Capacity to Perform (30 Points)	Project Approach & Risk Mitigation (10 Points)	Cost Criteria (40 Points)	Total Points (100)
Lock One Marina Services LLC	19	28	9	40	96
Nashville Downtown Partnership	10	24	9	33.30	76.30

Solicitation Title & Number		RFP Cost Points
RFQ GG000041; Provide Nashville Riverfront Dockage Services		40
Offeror's Name	Total Bid Amount (Total Revenue to Metro)	RFP Cost Points
Lock One Marina Services LLC	\$3,708,100.00	40.00
Nashville Downtown Partnership	\$3,087,100.00	33.30

Lock One Marina Services LLC	
Strengths	Weaknesses
Firm demonstrates a lot of experience and years managing commercial dockages which is significantly above expectations.	Firm provides details only for a staff of 5 which is below expectations.
Firm provides any/all certifications that apply which meets expectations.	Firm lacks details of marketing operations which is below expectations.
Firm provides great details on experience of local Maritime operations which is significantly above expectations.	Firm lacks details about identifying risks which is below expectations.
Firm shares and defines staff experience and responsibilities with great knowledge which is above expectations.	
Firm provides detailed, concise clear business plan including all bullet points which is above expectations.	
Firm provides details of firm’s knowledge of the project which meets expectations.	
Firm provides a good general project management plan which meets expectations.	

Nashville Downtown Partnership	
Strengths	Weaknesses
Firm provides safety certifications which meet expectations.	Firm lacks related experience of managing commercial dockages which is significantly below expectations.
Firm shares and defines future staff experience and responsibilities which meet expectations.	Firm lacks experience in local Maritime operations, advisory members and/or contingent hires are mentioned which is significantly below expectations.

Firm provides great experience of events at Parks and activities which meets expectations.	Staff responsibilities and experience lacks details, firm provides currently 1 staff member, and others are advisors/consultants and future hires but does not state how many staff members they will have or have currently, which is significantly below expectations.
Firm provides good business plan with details on a plan for fair and equitable access, timely maintenance of facilities, proficient in Microsoft Office Suite, great safety plan, hours of operation and fees and marketing which meet expectations.	Firm lacks details on a proposed plan of operation for the operational structures which is below expectations. Firm does not have a team in place which is significantly below expectations.
Firm provides details on firm’s knowledge of the project which meet expectations.	
Firm identifies risks with details for events which meet expectations.	Firm lacks details on a general project management plan which is below expectations.