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December 20, 2016

**Via Email, Hand Delivery and Regular Mail**

Talia Lomax-O'dneal  
Director of the Office of Finance  
Metropolitan Government of Nashville and  
Davidson County  
730 2nd Avenue South  
Nashville, Tennessee 37219

Jeff L. Gossage C.P.M.  
Chief Procurement Officer  
Metropolitan Government of Nashville and  
Davidson County  
730 2nd Avenue South  
Nashville, Tennessee 37219

RE: **Notice of Appeal to Metro Procurement Appeals Board**  
**Bid Protest of Sessions Paving Company**

**Metro Project: RFQ: 949552 Storm Water Construction-Reconstruction  
Project**

Gentlemen:

This letter shall serve as formal notice that Sessions Paving Company ("Sessions") hereby appeals the December 14, 2016, Protest Determination denying the bid protest of Sessions, a copy of which is attached to this letter (the "Decision"). The Decision was received by Sessions on December 14, 2016.

Pursuant to the Rules of the Procurement Appeals Board, any such notice must also contain a "brief summary" of the reasons for the Appeal. While Sessions reserves the right to make additional arguments (and submit additional documents) at the Hearing, the following is a brief summary:

1. The Project is to install, construct, or repair storm water infrastructure over the course of five (5) years. The specifics of any actual work would not be known until after the execution of the Contract, when purchase orders detailing the work would be issued. This acknowledged lack of detail should have made pricing a priority in the bid

evaluation process. As also set forth in Metro's Procurement Code, one of the primary objectives of a multi-term contract is to "promote economy and efficiency in procurement by obtaining the benefits of sustained volume production and consequent low prices;"

2. While Metro has an tremendous need for storm water infrastructure work, it is well known that there is a lack of funding for such projects;
3. The monetary bids for the Project were as follows: (a) Sessions: \$4,498,422.50; (b) Walker Building Group: \$7,096,695.00; and (c) SBW Constructors: \$7,226,134.70;
4. Tennessee law and Metro's procurement code mandates that any contract should be awarded to the lowest responsible and responsive bidder;
5. Sessions' bid was \$2.6M less than Walker, more than \$500,000 less per year for the 5 years. In addition, regardless of the number of future assigned purchase orders, Walker's bid unit prices were 158% more than Sessions;
6. Sessions' detailed Proposal and submissions met or exceeded all of the stated criteria. Sessions has had a long and successful history with Metro. It is clear that Metro's evaluation of the bids for this Project was fatally flawed and the contract should have been awarded to Sessions as the lowest responsible and responsive bidder;
7. The RFQ set forth 4 criteria for evaluation with short and non-specific instructions for the bidders. Enclosed is a copy of the "Evaluation Team Score Sheet" for each bidder; as the comments on each bidder from the Metro Evaluation Team (the "Team"); and Sessions' submission for these criteria (except for Cost). The evaluation criteria were based on Cost (35 possible points); Firm Experience and Qualification (20 points); Business Plan, Approach and Capacity (20 points); and Past Project Experience (25 points). All of the criteria except for "Cost" are based on purely subjective and not objective criteria; and
8. The Team inexplicably gave Walker 86.30 points as opposed to Sessions' 63 points. It is clear that, while Sessions' submissions met or exceeded all of the required criteria, Sessions lost this bid based on a "better sales job" because Walker's submission was "slicker" than that of Sessions. While Sessions matched up (or exceeded) the other bidders on the "subjective criteria," the Team went out of its way to award Walker "perfect" 20 point scores on Firm Experience and Business Plan and an almost perfect score (23 out of 25) on Past Project experience. By way of comparison, Sessions was inexplicably given "failing" scores in these 3 categories of 12, 11 and 12. An objective review and comparison of Sessions' detailed and comprehensive responses to the other bidders simply does not in any way justify these low scores. The "manifest disregard" of the facts (as shown by the many factually incorrect "comments" on the Score Sheets), based simply on better "marketing" by Walker, rendered this bidding process flawed.

This is a significant, five-year Project which will be funded by Metro taxpayers. The Award and Decision were not in the “best interest” of Metro and violated the letter, spirit and intent of the public bidding laws. Unless proper action is taken by this Board (which can include a rejection of all bids), this decision will cost the taxpayers potentially more than \$500,000 a year for 5 years—all because one bidder, while clearly meeting all of the stated requirements, did not use a marketing firm and/or did not provide a “slicker” response.

I look forward to receiving the details of the Notice of Hearing. If you have any questions about the above, please let me know.

Sincerely,



David K. Taylor

DKT  
Enclosures

cc: Robert Hutcheson, President of Sessions Paving  
John Cooper, Chairman of Budget and Finance Committee (via email)  
Mayor Megan Barry



## METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

December 14, 2016

### **Protest Determination of RFQ 949552, Stormwater Construction/Reconstruction Projects (IDIQ)**

A protest filed by Sessions Paving Company (Sessions) resulted in an administrative Protest Hearing, held Friday, December 9/2016. Sessions, Walker Building Group (Walker), and the Evaluation Committee were represented.

The protest claims were as follows:

**Protest Claim 1:**

That the award was fatally flawed for not awarding to the lowest responsible and responsive bidder. Regulation R4.12.030.14 was cited with documentation in support of this claim.

**Protest Claim 2:**

That the lack of project specific details hindered the submission of pricing and cited R4.12.160 in support of this claim. Specifically, this impacted the ability to consider costs addressed in Protest Claim 4.

**Protest Claim 3:**

That the proposal responses submitted by Sessions do not justify the scores assigned by the Evaluation Committee and there is evidence that the Evaluation Committee "went out of its way to award" the contract to Walker.

**Protest Claim 4:**

That the costs are significantly lower as presented by Sessions but the award was made to Walker. Metro's willingness to pay more is in conflict with the recent plan to increase Stormwater rates.

### **Purchasing Agent's Determination**

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#### **Protest Claim 1**

The solicitation document clearly identified in the opening paragraph that this was a Request for Proposal (RFP), not an Invitation to Bid (ITB). The letter of protest referenced Regulation and related Code sections that apply to Bids, not to Proposals which are found under §§ 4.12.040. An RFP considers cost as well as other evaluation criteria. Each criterion is weighted in the RFP document and all scoring considerations of proposal submissions are restricted to those criteria. That was the practice for this evaluation. There were no challenges of consideration outside of the stated criteria. ***This protest claim is dismissed.***

## **Protest Claim 2**

The solicitation document identified twice in the opening section of the Request for Proposal that this was an Indefinite Delivery/Indefinite Quantity (IDIQ) contract. A menu of services/products and their associated costs would be required but project specific engagements cannot be defined until a project is needed. One of the key purposes of an IDIQ contract is to have competitively awarded contract that can be quickly deployed when the need is defined. With a list of identified services/products and their associated costs, engagement and invoices will reference those established cost drivers. Compliance to contracted values is easily compared and validated with those present on the invoice.

Specific projects are not the focus. It is the list specific services/products and their associated costs that are established in an IDIQ contract. ***This protest claim is dismissed.***

## **Protest Claim 3:**

The Evaluation Committee scores were restricted to the identified evaluation criteria. The relative scores of all proposals were established by consensus with high level justifications supporting those scores. It was argued in the hearing that Sessions satisfied the minimum requirements of the solicitation and Metro agrees with that assessment. That is why the offer was deemed responsive.

However, the scoring of the criteria reflects the relative assessment by the Evaluation Committee of the submitted proposal responses. The apparent winning firm clearly identified their understanding of the contract purpose, established a level of competency, set forth anticipated contract performance, outlined the approach to each future engagement under the contract award, tied the solicitation scope of work to similar projects they had previously performed, identified the staff (their roles and responsibilities), and set forth the expectation for quality performance. The proposal by Sessions did not go into this level of disclosure and the Evaluation Committee could not score the quality issues that were absent from the proposal. The scores reflected these differences. The intended result of the RFP was a best value proposition not a low cost proposition. There was no evidence presented in the protest hearing to support the claim that the Evaluation Committee "went out of its way to award" the award the contract to Walker. ***This protest claim is dismissed.***

## **Protest Claim 4:**

An argument was made that Sessions offered the lowest cost and the scores awarded to Sessions reflect that. Sessions did not offer any Small Business Enterprise (SBE) or Service Disabled Veteran (SDV) business participation and the cost score reflected that as well. There was no incorrect application of points as it relates to the Cost Criterion. However, arguments continued that as the low cost offer they should be awarded the contract even though the RFP clearly outlined how the award would be made and the criteria other than cost that were critical to MWS for this service.

An additional claim was made by Sessions that this award was evidence that Metro is willing to pay more. That assessment is incorrect. MWS will expense no more money under one supplier than they would under the other. What Metro does expect is to receive a higher quality of service from one supplier than the other based on the commitments made in the proposals. Since this work impacts residents as well as businesses in a very personal manner, it is critical to provide a quality engagement rather than a quantity engagement. That is why Metro Water Services requested the RFP to emphasize these other concerns and why the Evaluation Committee scored the proposals accordingly. ***This protest claim is dismissed.***

## **Purchasing Agent's Determination**

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Nothing presented in the protest supports the claims filed. Metro does anticipate quality service and faster deployment of services than they would have expected by the former individual bid processes. The scoring of this proposal supports the objective and the Evaluation Committee's actions were in compliance with the Code and Regulations. Therefore, all protest claims are dismissed and the award to Walker stands.

Respectfully,



Jeff L. Gossage C.P.M.  
Purchasing Agent  
The Metropolitan Government of Nashville and Davidson County

Cc: Contract Solicitation File

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### **Notification:**

The protest decision of the Purchasing Agent may be appealed within seven (7) days of the written decision to the Appeals Board. The notice of appeal must be mailed via either U.S. Mail or hand-delivered to the Office of the Director of Finance and the Purchasing Agent prominently stating "Notice of Appeal."

A written decision will be issued by the Board which states the extent to which, the decision by the Purchasing Agent was in accordance with the Constitution, statutes, the Metropolitan Code, regulations, the terms, and conditions of the solicitation, and the best interest of the Metropolitan Government.

This information is a brief, layman's summary of the processes. Please refer to the Code & Procurement Regulations for official information on these administrative rights. Please refer to [www.Nashville.gov](http://www.Nashville.gov) under the Purchasing section of Finance for the Metro Code and Procurement Regulations that govern Protests and Appeals.

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### **Procurement Division**

730 Second Avenue South, Suite 112  
P.O. Box 196300  
Nashville, Tennessee 37219-6300

[www.Nashville.gov](http://www.Nashville.gov)  
Phone: 615-862-6180  
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**RFQ #949552 Contract for Stormwater Construction/Reconstruction Projects  
Evaluation Team Score Sheet**

	Sessions Paving Co.	SBW Constructors, LLC	Walker Building Group
<b>Offeror</b>			
<b>Cost (35 Points)</b>	28.00	24.43	23.30
<b>Firm Experience and Qualification (20 Points)</b>	12.00	15.00	20.00
<b>Business Plan, Approach, and Capacity (20 Points)</b>	11.00	14.00	20.00
<b>Past Project Experience (25 Points)</b>	12.00	21.00	23.00
<b>Total Evaluation Scores</b>	<b>63.00</b>	<b>74.43</b>	<b>86.30</b>

## Evaluation Comments

Sessions Paving Co.	
<b>Strengths</b>	
<b>Firm Experience and Qualifications:</b>	History of experience and qualifications.
<b>Business Plan, Approach, and Capacity:</b>	
<b>Past Project Experience:</b>	
<b>Weaknesses</b>	
<b>Firm Experience and Qualifications:</b>	Failure to include detail on subcontractor's qualification and experience; no detailed resumes provided; no percentage of time anticipated for each key member; no clear depiction of primary point of contact.
<b>Business Plan, Approach, and Capacity:</b>	Did not address equipment to be utilized; no clear understanding of Stormwater's business approach; overall business approach lacked substance.
<b>Past Project Experience:</b>	Past projects listed lacked detail.

SBW Constructors, LLC	
<b>Strengths</b>	
<b>Firm Experience and Qualifications:</b>	Detailed key individuals positions and percentage of time dedicated for this contract.
<b>Business Plan, Approach, and Capacity:</b>	Detailed Business Plan; clear understanding of Stormwater's process and approach; strong communication plan as it relates to dealing with the public.
<b>Past Project Experience:</b>	Detailed past project experience listed.
<b>Weaknesses</b>	
<b>Firm Experience and Qualifications:</b>	Did not detail their firm's capacity; limited history; no detailed resumes provided.
<b>Business Plan, Approach, and Capacity:</b>	Did not address equipment to be utilized.
<b>Past Project Experience:</b>	One Metro project listed had complications based on contractor's incorrect assumptions.



**Walker Building Group**

**Strengths**

**Firm Experience and Qualifications:** Detailed experience and qualifications addressing all requested evaluation criteria. Team proposed has strong experience with Metro Stormwater.

**Business Plan, Approach, and Capacity:** Provided scenario to detail business plan and approach; committed to doing a pre-construction site investigation report with a video of the site; site visit includes subs for pre-construction activities.

**Past Project Experience:**

**Weaknesses**

**Firm Experience and Qualifications:**

**Business Plan, Approach, and Capacity:**

**Past Project Experience:** Some projects listed did not provide all the requested detail.

Solicitation Title & Number			RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
Contract for Stormwater Construction/Reconstruction Projects, RFQ#949552			28	7	35
Offeror's Name	Total Bid Amount	SBE/SDV Participation Amount	RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
Sessions Paving Co.	\$4,498,422.50	\$0.00	28.00	0.00	28.00
Walker Building Group	\$7,096,695.00	\$5,731,295.00	17.75	5.55	23.30
SBW Constructors, LLC	\$7,226,134.70	\$7,226,134.70	17.43	7.00	24.43

**PNP Compliance Results Form**

Department Name: Water Services

RFP/ITB Number: 949552

Contract for Stormwater Construction/Reconstruction Projects

	Walker Building Group	Yes	Walker Building Group successfully completed the GFE outreach to three certified MWBEs: BAC Paving (Accepted), Dawkins Contracting, LLC (Declined) and Karen Proctor Electric, LLC. (Declined).
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\*Denotes Contractor with whom follow up was required

Date: 11/21/16

Metro Buyer:: Kevin Edwards

BAO Rep: Tina R. Burt

**BAO SBE Assessment Sheet**

BAO Specialist: Tina R. Burt  
 Contract Specialist: Kevin Edwards  
 Date: 11/21/2016

Department Name: Water Services  
 RFP/ITB Number: 949552

Project Name: Contract for Stormwater Construction/Reconstruction Projects

Walker Building Group	\$ 7,096,695.00	\$5,731,295.00	Yes	\$5,731,295.00	81%	Walker Building Group is an approved SBE and proposed to use SBE firms BAC Paving (4.53%) and Raven Security and Traffic Control (0.11%).
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\*For ITBs, only apparent low bidder will be listed.

### **Introduction to Sessions Team**

In 1931, Sessions Paving Company opened for business in an effort to support the mid-state's construction needs. Since 1959, the Hutcheson family has owned the controlling interest in Sessions Paving Company. The underlying philosophy of Sessions Paving Company has been and always will be the unfailing delivery of high-quality work at extremely competitive prices, which continues to keep customers growing and relying on the company. We believe that total dedication to customer satisfaction, coupled with a safe drug-free workplace, results in the sustainability of our business while also keeping contractors, subcontractors, and ultimately customers, happy.

For the purposes of the Contract for Stormwater Construction/Reconstruction Projects, Sessions Paving Company will be working primarily with L&G Construction Co., Inc. The Sessions Paving team will include Robert Hutcheson, President of Sessions Paving; Joe Campbell, Controller of Sessions; Jean Starkey, Office Manager of Sessions Paving; Jeff Lang, Public Relations Director for Sessions Paving; and Wayne DeMoss, Safety Director, Traffic Control Manager, and Acting Superintendent for Sessions Paving. Personnel from L&G Construction Co., Inc. includes President Shirley Arnold; Project Manager, Engineer, and Master Plumber Leonard Arnold; and General Superintendent of Installation Glynn Arnold. In-depth qualifications of key construction personnel are attached.

#### **Roles and Responsibilities of Proposed Construction Team:**

#### **Robert N. Hutcheson—President and Operations Manager, Sessions Paving Company**

##### **Education**

- Vanderbilt University: Bachelor of Science in Engineering
- Georgia Tech University: Masters of Engineering in Highway Transportation Engineering

##### **Experience**

- Professor for Georgia Tech prior to joining the Sessions Paving staff in 1968
- President and Operations Manager of Sessions Paving since 1981

#### **Wayne DeMoss—Safety Director, Traffic Control Manager and Acting Superintendent,**

#### **Sessions Paving Company**

##### **Education**

- University of Tennessee: Bachelor of Science in Engineering Technology
- Nashville, Tennessee: Hot Mix Asphalt Roadway Certification: 2008
- Tennessee: OSHA 10 Hour & 30 Hour Training: 2009
- Hendersonville, Tennessee: Flagging Instructor: 2009
- Montgomery, Alabama: ATSSA Traffic Control Supervisor: 2010
- Georgia Tech University: OSHA Standards for Construction Industry: 2010
- Nashville, Tennessee: First Aid/CPR Certified Instructor for Red Cross: 2010
- Bowling Green, Kentucky: ATSSA Flagging Instructor: 2010
- Georgia Tech University: Certificate in Construction Safety and Health
- Tennessee Department of Transportation: CEI 2-day workshop: 2015

Experience

- Safety Director for Sessions Paving Company since 1995
  - Overseeing the Tennessee Drug Free Workplace Program
  - Maintaining all company safety programs
  - On-site, Crew, Vehicle Safety Inspections

Jeff Lang—Public Relations Director, Sessions Paving Company

Education

- Martin Junior College: Associate of Arts in Business Administration
- University of Tennessee: Bachelor of Business Administration in Marketing
- Belmont University: Masters of Business Administration
- ESPC Level-1 Certification

Experience

- Project Manager for Sessions Paving Co. since 2014
  - Supervision of projects ranging from \$100,000.00 to \$1,600,000.00
  - Scheduling of Subcontractors
  - Director of project-specific logistics
- Branch Manager of Protection Services, Inc. from 1986 to 2014
- Sales Professional; Hilti, Inc. from 1979 to 1986

Shirley Arnold—President of L&G Construction Co., Inc.

Education

- Belmont University: Bachelor of Business Administration

Experience

- President of L&G Construction Co., Inc. since 2000
  - Owns 100% of stock in company
  - Manages all finances, keeps books, manages personnel
    - Point of contact for all L&G financial advising
  - Operations and activities manager: materials and logistical manager
- Office Manager/Treasurer of L&G Construction Co., Inc. from 1994 to 2000

Leonard Arnold—Project Manager/ P.E., L&G Construction Co., Inc.

Education

- Tennessee Technological University: Bachelor of Science in Civil Engineering
- Licensed Professional Engineer: ID 00006871
- EPSC Level 1 Certified: #119683
- Licensed Master Plumber: 591

Sessions Paving Company  
Firm Experience and Qualifications

RFQ 949552  
Contract for Stormwater  
Construction/Reconstruction Projects

Experience:

- L&G Construction Co., Inc. since 1994
  - Director of planning, scheduling, coordination of job scheduling
  - Responsible for preparing estimates of jobs
  - Serves as Project Manager of L&G Construction Co., Inc.
  - Director of Safety and maintenance of equipment and logistics
- President of Arnold Construction Co., Inc. from 1974 to 1994
- President of Arnold & Rice Construction, Inc. from 1971-1974
- Plans and Projects for Metropolitan Nashville Public Works Dept. from 1965-1971

Glynn Arnold—General Supervisor of L&G Construction Co., Inc.

Education

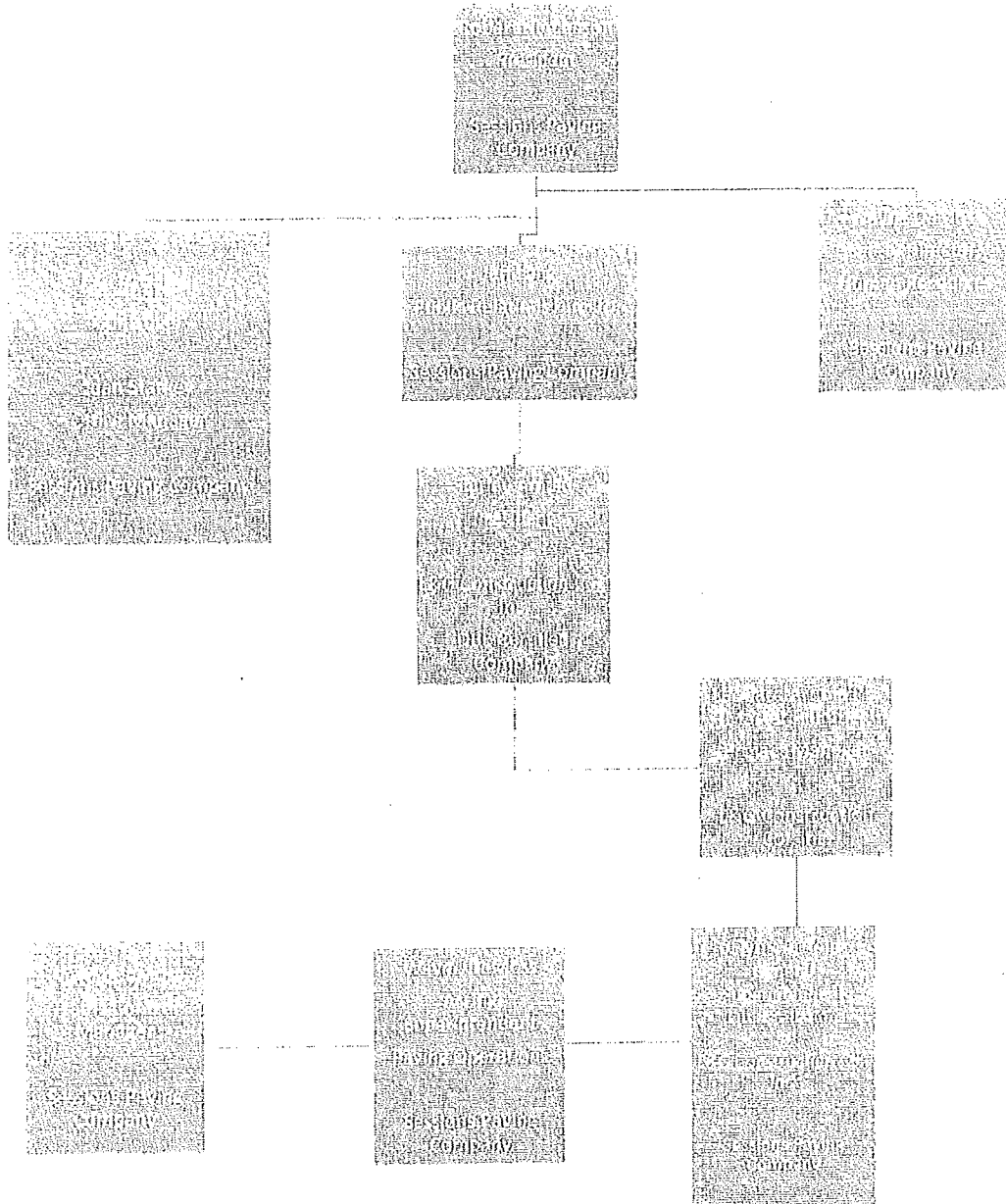
- Tennessee Technical University: Bachelor of Science in Civil Engineering

Experience

- Project Manager for Sessions Paving Company since 2009
- General Superintendent for L&G Construction Co., Inc. since 2007
- General Superintendent for State Highway Grading Projects Metropolitan Nashville Public Works from 1994-2007
  - Responsible for scheduling, coordinating manpower, and equipment for projects
  - Responsible for logistics of project-specific specifications
- Vice President of Arnold Construction Co., Inc. from 1974-1994
  - Superintendent of State Highway Projects ranging from \$100,000.00 to \$5,000,000.00
  - Superintendent of Knoxville roads improvement project
    - Water lines for this project ranged from 6 inches to 24 inches
  - Superintendent of Clarksville Highway widening project
    - Water lines for this project ranged from 6 inches to 36 inches
- General Superintendent for Arnold & Rice Construction, Inc. from 1971-1974
- General Contractor for W.F. Holt & Sons from 1969 to 1971

Sessions Paving Company  
Firm Experience and Qualifications  
--Organizational Chart

RFQ 949552  
Contract for Stormwater  
Construction/Reconstruction Projects





### **Project Approach**

The Sessions Paving Company team, along with our highly-qualified subcontractors, has dutifully examined the scope of work for the Contract for Stormwater Construction/Reconstruction Projects. It is our belief that our team has an unwavering understanding of the expectations and needs of the project, and we feel confident in our approach to accomplish all of the necessary tasks needed to successfully complete the work.

Providing a high-quality team of key personnel is vital to appropriate completion of this contract. Robert Hutcheson, President of Sessions Paving Company, provides almost 50 years of company knowledge, while serving as President for over 30 years. His experience brings an unmatched knowledge of equipment, workforce and tasks of this particular contract. Subcontracting with Glynn and Leonard Arnold of L&G Construction Co., Inc. adds an additional 100 years of combined service and knowledge of the construction industry, coupled with vast knowledge of water and stormwater improvement projects around the mid-state. Leonard Arnold, proposed Project Manager for the Contract for Stormwater Construction/Reconstruction Projects, is both a Professional Engineer and a certified Master Plumber, added qualities that ensure the completion of this project with highest superiority.

This contract may result in project orders impacting heavily-traveled streets within the Metropolitan area where neighborhoods boast historical and modern homes, businesses and public organizations, all of which may require an added level of attention to detail. The Sessions Paving Company team and subcontractors will identify the need for detailed scheduling and partnering with organizations and businesses to ensure all necessary safety precautions are being met. We will evaluate each project, and determine the most effective course of action with the least amount of disturbance to residents, businesses, and patrons. Our extensive past experience with projects of this nature has equipped our team to effectively design a sequence of project completion that is both efficient and goal-centered, and to maximize the accuracy of the completed project and minimize any time of disturbance for residents and businesses.

Once each project order is issued, we will prepare a detailed cost estimate for Metro review. After the purchase order is issued, we will contact TN One Call for service locations, and notify by letter all affected property owners. We will then install traffic control and erosion control as required, and proceed to acquire all necessary permits.

### **Traffic Control**

Continuous safety for residents, business owners, and consumers is vital to customer satisfaction and proper completion of this project. One of the key ways this is achieved is through a carefully planned and executed Traffic Control Plan. Jeff Lang, Public Relations Director for Sessions Paving Company, brings 30 years of experience working with project teams and customers. We believe that providing a Public Relations Director for this project will alleviate and answer all questions and concerns that citizens and business owners may have. However, to maintain the highest level of customer satisfaction and minimize any questions from the public, the project team has proposed a plan in which Jeff Lang will contact each individual residing on or owning a business on each working block of the project to provide a detailed explanation of the project and alert them of the implemented traffic control plan. Sessions Paving Company and its subcontractors will have a certified flagger on site to assist in efficient flow of traffic within the necessary traffic patterns. The personnel team will identify the most efficient course of action to complete the project, based upon location-specific needs, to minimize the amount of

any potential interrupted parking during working hours. Additionally, Wayne DeMoss, Traffic Control Specialist for Sessions Paving Company, will work closely with Metro Public Works and certified flaggers to develop and maintain an efficient traffic control plan, complete with appropriate signage and signage placement. After working hours each project day, Sessions Paving Company will plate any ditches left exposed to ensure safe traffic flow and allow for necessary parking for families to access homes and patrons to access businesses. In areas where no parking is allowed, proper and appropriate signage will be posted for the needed amount of time as to not impact residents and businesses. Given the unique geographical area in which this project lies, the Sessions Paving Company team has devised an efficient plan to minimize disruption to traffic. This plan includes proper and appropriate signage to be placed in areas of pedestrian traffic as to maintain flow of pedestrian traffic and pedestrian safety within the area, as well as the utilization of a flashing bulletin board to alert pedestrian traffic of any changes in traffic pattern. Additionally, all public transportation will have continued access within the project areas, and the Traffic Control Specialist will collect and determine all necessary transportation schedules prior to the start of a project to ensure proper access to public transportation pick-up locations. Other appropriate departments as needed will be notified of the project and scope of work, and the Traffic Control Specialist and Public Relations Director will work closely with all public organizations to provide access during time of work. The Sessions Paving Company Public Relations Director, Traffic Control Specialist, and Project Manager will work closely to continuously determine the necessary action for each project in order to maximize efficiency and minimize impact.

### Communication

One of the top priorities for Sessions Paving Company and its subcontractors is communication with those affected by the scope of work on the projects. In addition to the Public Relations Director meeting with residents and business owners within the project limits, we will mail written communications as needed to residents and businesses who reside in the surrounding areas of the project scope and Traffic Control Plan. Within any detailed mailings, phone numbers for key personnel will be listed as to provide an outlet for citizens to reach out with questions. The role of the Public Relations Director will also be to communicate any planned outages to residents and business owners, and provide a timeline of any impact to services. The Sessions Paving Company team will sequence the work of the projects as to minimize the impact of service interruption(s) while maximizing the amount of communications to residents. The personal notification of the proposed project work, along with the individual mailings and project signs ensure an effective amount of communication to residents and businesses within a project region. The Traffic Control Specialist and Public Relations Director will work closely with individual businesses to obtain delivery schedules as to diminish any impact of scheduling and maintain that all scheduled deliveries can be made.

### Service Quality / Minimization of Impact

It is the ultimate goal of the Sessions Paving Company team and its subcontractors to maintain the most normalized schedule for residents, businesses, and patrons in terms of traffic control, service outages, and interruptions. As mentioned above, the Public Relations Director will work closely with residents and businesses to inform them of the Traffic Control Plan and the scope of work necessary for the project, while also addressing any scheduling concerns with residents. It has always been a top priority of Sessions Paving Company to meet high quality workmanship with quality customer satisfaction, which has allowed Sessions Paving Company to become one of Metro Davidson County's

most relied-upon companies. To ensure that same level of customer satisfaction, the Public Relations Director will also address any medical concerns with residents of the project area.

At Sessions Paving Company, we understand the anxiety for residents in regards to any potential conflicts in their schedules, including the small areas such as waste pickup, and will design a site-specific plan to mitigate any potential issues. Guaranteeing the most normalized schedule for residents includes careful planning on our end, such as obtaining any waste management schedules for a proposed project area. It is the goal of Sessions Paving Company and its subcontractors to continue a working relationship with Metro Public Works to determine all necessary measures to ensure proper pickup for residents. In the event that Metro Public Works cannot access the full alleys for waste removal, the Sessions Paving Company team will transport all waste containers to a centralized access point for waste removal, and return those containers back to the appropriate residences. This careful planning and communication prior to the start of a project minimizes any negative impact of services to the geographical location of the project.

With almost a century's worth of satisfied customers, the project team understands the importance of residential schedules and will design site-specific plans to alleviate inconveniences caused during working hours.

### Relocation of Utilities

The Sessions Paving Company team will design an efficient and effective plan for the desired deliverables of this contract by assessment of each resulting order. Prior to any installation on any street or alley, the appropriate call to Tennessee One Call will be completed. Next, the uncovering of any utility with potential conflict in terms of installation will occur to determine if any conflict will arise with the proposed work and the preexisting utilities. In the event that it is determined that any work cannot be installed as proposed, the owner of the utility will be contacted, as well as Metro Water and Sewer. Moving forward, Metro can either revise the plans, or contact the utility company to have the utility moved at cost to the utility or to Metro. Any changes in proposed plans will be notified to Metro in order to resolve any potential issues. However, it remains a top priority that no issues with utilities will arise, as it not only impacts residents, but insurance companies as well.

### The Local Advantage

L&G Construction Co., Inc., subcontractor for Sessions Paving Company, is located less than ten minutes from the geographical location of most potential project sites. Given this advantage, all meeting spaces, project offices, and storage equipment will be contained within the property of L&G Construction Co., Inc. This is advantageous for the project site for two reasons: the impact of storage for the community is alleviated, and the beautification of the areas, a main concern for Metro Davidson County over the past decade, is not impacted by equipment and other items. The Project Team feels that these advantages are vital in lessening the burden with community members and residents.

### Summary

The Sessions Paving Company team and its subcontractors have dutifully met and designed a plan for effective implementation of the Contract for Stormwater Construction/Reconstruction Projects if awarded the contract. With foremen and superintendents that have completed many roadway and stormwater improvement projects and laid approximately 500,000 feet of water and sewer line, all

specifications for this contract will be met. Our longevity coupled with our longstanding business relationships with our subcontractors and vendors also brings the assurance that we own or can quickly obtain any and all equipment necessary to complete any work ordered under this contract.

It is the policy of this project team that any deviation from proposed plans must be approved by Metro. The Sessions Paving Company team and its subcontractors are confident in our ability and capacity to deliver all requirements of this contract while maintaining a minimized level of interruption.

While it remains impossible to predict all potential risks associated with a project, the project team is confident in its plan to minimize identified risks. One of the top risks associated with any project is the flow of traffic. The Sessions Paving Company team is assured in the Traffic Control Plan in conjunction with the Traffic Control Specialist and required Policemen on site. An additional cause of risk, depending on the nature of a particular order, is associated with potential water service interruptions to residents. In the event of a water service interruption outside the scheduled scope of work, bottled water will be provided to residents requiring it. This impact will be minimized by providing the water free of charge to residents.

In short, the approach of Sessions Paving Company and its subcontractors has been extensively planned and considered. If awarded this contract, the Project Team is confident in the direction of completion of this contract. The combined years of experience, the years of customer satisfaction, and the knowledge of workforce behind the Sessions Paving Company team make it the proven leader and choice for the Contract for Stormwater Construction/Reconstruction Projects via RFQ 949552.

Bidder: **SESSIONS PAVING COMPANY**  
 Business Plan, Approach and Capacity  
 --Representative Projects In Progress

RFQ 949552  
 Contract for Stormwater  
 Construction/Reconstruction Projects

JOB NO.	DESCRIPTION	CONTRACT PRICE	PCT COMPLETE	START DATE	SCHEDULED COMPLETION
4655	GCCS Inc - N. Murfreesboro Greenway	\$261,231.00	65%	9/2016	11/2016
4661	Metro Water/Sewer - Century Farms Sewer	\$2,182,890.00	59%	1/2016	1/2017
4688	R. L. Alvarez JV - VA Nashville Cemetery	\$432,612.00	10%	9/2016	12/2016
4714	City of LaVergne - Hurricane Creek Greenway	\$1,471,054.00	13%	8/2016	4/2017
4721	City of Columbia - Intersection SR50 & SR245	\$663,268.00	3%	9/2016	1/2017
4723	Crain Constr - Ridley Pointe Retail Ctr, Smyrna	\$337,735.00	0%	4/2017	12/2017
CNQ100	TDOT - Marshall County	\$175,369.00	0%	9/2016	11/2016
CNQ210	TDOT - Marshall County	\$256,216.55	0%	10/2016	4/2017

**RFQ 949552 - Contract for Stormwater Construction/Reconstruction Projects  
Past Project Experience**

**Bidder:** SESSIONS PAVING COMPANY  
P.O. Box 90266  
Nashville, TN 37209

**Project Name/Location:** CUMBERLAND-ROXBOROUGH 12-INCH WATER MAIN  
AND PRESSURE SEWER SYSTEM  
**Agency/Department:** METRO WATER SERVICES  
**Date(s) of Project:** 3/2009 - 11/2009 **Final Cost:** \$ 4,860,989  
**Proj. Mgr. /Contact:** Rick Fussell **E-mail:** rick.fussell@nashville.gov  
**Work Performed:** Water line installation (excavation, replacement and backfill); sewer line installation  
(excavation, replacement and backfill); pavement trench repairs

**Project Name/Location:** HARDING PLACE WATER MAIN REPLACEMENT (Belle Meade)  
**Agency/Department:** METRO WATER SERVICES  
**Date(s) of Project:** 7/2009 - 9/2010 **Final Cost:** \$ 2,823,375  
**Proj. Mgr. /Contact:** Rick Fussell **E-mail:** rick.fussell@nashville.gov  
**Work Performed:** Water line installation (excavation, replacement and backfill); fire hydrant installation;  
pavement trench repairs

**Project Name/Location:** 25TH AVE NORTH & BOOKER STREET WATER MAIN (14-WG-0112)  
**Agency/Department:** METRO WATER SERVICES  
**Date(s) of Project:** 1/2016 - 6/2016 **Contract Amt:** \$975,950  
**Proj. Mgr. /Contact:** Justin Pendley **E-mail:** justin.pendley@nashville.gov  
**Work Performed:** Water line installation (excavation, replacement and backfill); fire hydrant installation;  
pavement trench repairs; sidewalk & roadway improvements

**Project Name/Location:** CENTURY FARMS DEVELOPMENT SANITARY SEWER (15-SC-0128)  
**Agency/Department:** METRO WATER SERVICES  
**Date(s) of Project:** 1/2016 to present **Contract Amt:** \$ 2,823,375  
**Proj. Mgr. /Contact:** Rick Fussell **E-mail:** rick.fussell@nashville.gov  
**Work Performed:** Gravity sewer system installation; sitework and restoration

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Nashville, TN 37209

**Project Name/Location:** HARDING PLACE SIDEWALK ENHANCEMENT (2011-M-002)  
**Agency/Department:** METRO PUBLIC WORKS / TDOT Local Programs Project  
**Date(s) of Project:** 2/2014 - 10/2014 **Final cost:** \$1,260,466  
**Proj. Mgr. /Contact:** Matt Cardwell **E-mail:** cardwellm@civcinc.com  
Civic Engineering & IT Inc. **Phone:** (615) 425-2000  
**Work Performed:** Sidewalk Improvements Project, including drainage structures and  
pedestrian safety enhancements

**Project Name/Location:** TOWN OF SMYRNA - 2010 FLOOD REPAIRS  
**Agency/Department:** TOWN OF SMYRNA, DEPT. OF PUBLIC WORKS  
**Date(s) of Project:** 9/2010 - 6/2011 **Final Cost:** \$ 1,143,070  
**Proj. Mgr. /Contact:** David King, Director **Phone:** (615) 459-9742 ext. 2163  
**E-mail:** david.king@townofsmyma.org  
**Work Performed:** Roadway and Bridge Repairs, Various Locations - including: excavation; sediment  
removal; rip-rap fill/area stabilization; pipe culvert and endwalls; roadway construction  
guardrail; pavement marking; concrete work (sidewalks, roadway, box bridges)

**Project Name/Location:** METRO WATER SERVICES - PATCH PAVING REQUIREMENTS  
**Agency/Department:** METRO WATER SERVICES  
**Date(s) of Project:** 10/2009 - 10/2012 **Final Cost:** \$2,677,084  
**Proj. Mgr. /Contact:** Robert Phillips **Phone:** (615) 862-4859  
**Work Performed:** Asphalt patching and concrete repair work at various locations per work orders