



Notice of Intent to Award

Solicitation Number	370383	Award Date	4/11/2024 6:51 PM CDT	
Solicitation Title	Concessionaire Services for Fairgrounds Nashville & Nashville Municipal Auditorium			
Buyer Name	Christina Alexander	Buyer Email	christina.alexander@nashville.gov	
BAO Rep	Sierra Washington	BAO Email	sierra.washington@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	Southern Hospitality Concessions	Company Contact	Damon D'Arienzo		
Street Address	10351 Santa Monica Blvd. Ste. 300				
City	Los Angeles	State	CA	Zipcode	90025

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.

MLL Supervisor (Initial)

Michelle A. Hernandez Lane

Michelle A. Hernandez Lane
Purchasing Agent & Chief Procurement Officer

**RFQ 370383 Concessionaire Services for FGN & NMA
Evaluation Committee Score Sheet**

Evaluation Criteria/Offeror	Andre's Fish Chicken & Ribs LLC	D&D Events Inc.	Southern Hospitality Concessions
Accepted contract terms and conditions	Yes	Yes	Yes
Qualifications & Experience (35 Points)	2.00	30.00	33.00
Detailed Plan (30 Points)	0.00	24.00	28.00
Financing Proposal (25 Points)	0.00	19.00	20.00
Diversity Practices (10 Points)	0.00	0.00	6.00
Total Evaluation Scores	2.00	73.00	87.00

No BAO programming applicable to this solicitation - Diversity Practices applied

Evaluation Comments

Andre's Fish Chicken & Ribs LLC
Strengths
None noted.
Weaknesses
Firm failed to provide vendor checklist, and MISA questionnaire. Firm failed to demonstrate firm's qualifications and experience. Firm's proposal failed to address firm's training process, permitting procedures, and staffing.

D&D Events Inc.

Strengths

Proposal demonstrated firm's experience with Metro, 12-year history. Proposal demonstrated firm's professionalism to include dress uniform requirements. Firm has safe bar certifications. Firm proposed subcontractor/vendors pay \$10,000, with 50% of their revenue going to Metro.

Weaknesses

Proposal demonstrated a high turn-over in upper management staffing. Firm's proposed capital plan included using 35% of the funds on 1 new space. Proposal failed to demonstrate improved customer service practices to client. Proposal failed to demonstrate a plan for new business or new menu option updates. No proposed new signage. Proposal demonstrate a percentage decrease to Metro over the life of the contract. Firm proposed \$60,000, as opposed to the solicitation required \$100,000 capital investment.

Southern Hospitality Concessions

Strengths

Proposal demonstrated firm's experience and capacity to perform scope of work. Proposal demonstrated firm's available resources to provide scope of work services. Firm proposed a detailed mobile stand plan. Firm proposed a detailed menu, to include tailoring menus for events to maximize revenue. Proposal demonstrated existing collaboration with event planning company and 3rd party vending. Proposal demonstrated firm's nationwide presence. Firm proposed tiered concessions. Proposal demonstrated firm's professionalism to include dress uniform requirements. Firm proposed 1 manager per staff members, with zone supervisors. Proposal demonstrated firm's acceptance of the solicitation required \$100,000 capital investment.

Weaknesses

Reference projects not of similar size. Proposal failed to demonstrate clear understanding of cafeteria requirements, proposed plan unclear. Menu pricing a little on the high-end. Festival based venue plan. Proposed 20% non-concert concessions. Proposal demonstrate a percentage decrease to Metro over the life of the contract.

metropolitan government of nashville & davidson county



Vendor Evaluation

for diversity, equity, and inclusion practices

Solicitation Number: 370383

Questions?

Project Title: Concessions for Nashville Auditorium

Email BAO@Nashville.gov

Date: March 7, 2024

submit completed evaluation form to BAO@Nashville.gov.

Vendor Details

Vendor:

Contact Person:

Email:

Phone:

Address:

Other:

Programatic Review

Do you have a specific program to promote the use of black and brown owned, women-owned, LGBT-owned, service disabled veteran-owned, or small businesses?

YES

NO

If NO, proceed to page 3. If yes, upload documentation in the form of a policy manual or similar document.

Do you have measurable goals for the utilization of these types of businesses on non-government projects?

YES

NO

If YES, please provide both the goal and actual achievement for your most recently completed fiscal year -->

Firm Type	Goal	Actual
Minority Owned	15	30
Woman Owned	15	20
LGBT Owned		
Service Disabled Veteran Owned		
Small Business	20	30

Do you have an employee dedicated, in whole or in part, to the administration of this program?

YES

NO

If YES, please provide -->

Program	Staff
Name	Jorge Padilla
% of time spent on program	30
Email/Phone	Jorge@SoHoConcessions.com

Mentorship

Do you participate in any government - sponsored mentorship programs assisting black and brown owned, women owned, LGBT owned, service disabled veteran owned, or small businesses?

YES NO

If YES, please list them:

Government Sponsor	Business Mentored

Do you provide industry specific training to black and brown owned, women owned, LGBT owned, service disabled veteran owned, or small businesses?

YES NO

If YES, please complete:

Number Trained	Hours Provided

Briefly, is there anything else about your diversity, equity, and inclusion practices that we should know?

Please see explanations in narrative document.

BELOW TO BE COMPLETED BY METRO STAFF

Total Score:

6

Initial:

S.W

QUESTION	Score	Comment
1	2	Overall good diversity, equity and inclusion practice - however approach to mentorship lacked key elements.
2	2	
3	2	
4	0	
5	0	

Certificate Of Completion

Envelope Id: D37F3D10AE7B4621B01F6A8399AE1FA9	Status: Completed
Subject: Intent to Award - RFQ # 370383 for Concessionaire Services for Fairgrounds Nashville & NMA	
Source Envelope:	
Document Pages: 6	Signatures: 1
Certificate Pages: 2	Initials: 1
AutoNav: Enabled	Envelope Originator:
Envelope Stamping: Enabled	Christina Alexander
Time Zone: (UTC-06:00) Central Time (US & Canada)	730 2nd Ave. South 1st Floor
	Nashville, TN 37219
	christina.alexander@nashville.gov
	IP Address: 170.190.198.185

Record Tracking

Status: Original	Holder: Christina Alexander	Location: DocuSign
4/5/2024 1:51:19 PM	christina.alexander@nashville.gov	
Security Appliance Status: Connected	Pool: StateLocal	
Storage Appliance Status: Connected	Pool: Metropolitan Government of Nashville and Davidson County	Location: DocuSign

Signer Events

Signer Events	Signature	Timestamp
Michelle A. Hernandez Lane michelle.lane@nashville.gov Chief Procurement Officer/Purchasing Agent Metro Security Level: Email, Account Authentication (None)	 Signature Adoption: Pre-selected Style Using IP Address: 170.190.198.185	Sent: 4/5/2024 1:53:27 PM Viewed: 4/5/2024 1:54:22 PM Signed: 4/11/2024 6:40:59 PM

Electronic Record and Signature Disclosure:
Not Offered via DocuSign

Michelle A Hernandez Lane michelle.lane@nashville.gov Chief Procurement Officer/Purchasing Agent Metro Security Level: Email, Account Authentication (None)	 Signature Adoption: Pre-selected Style Using IP Address: 170.190.198.185	Sent: 4/11/2024 6:41:00 PM Viewed: 4/11/2024 6:50:10 PM Signed: 4/11/2024 6:51:32 PM
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Electronic Record and Signature Disclosure:
Not Offered via DocuSign

In Person Signer Events	Signature	Timestamp
Editor Delivery Events	Status	Timestamp
Agent Delivery Events	Status	Timestamp
Intermediary Delivery Events	Status	Timestamp
Certified Delivery Events	Status	Timestamp
Carbon Copy Events	Status	Timestamp
Witness Events	Signature	Timestamp
Notary Events	Signature	Timestamp
Envelope Summary Events	Status	Timestamps

Envelope Summary Events	Status	Timestamps
Envelope Sent	Hashed/Encrypted	4/5/2024 1:53:27 PM
Certified Delivered	Security Checked	4/11/2024 6:50:10 PM
Signing Complete	Security Checked	4/11/2024 6:51:32 PM
Completed	Security Checked	4/11/2024 6:51:32 PM

Payment Events	Status	Timestamps
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