



Notice of Intent to Award

Solicitation Number	365305	Award Date	5/9/2024 6:42 AM CDT	
Solicitation Title	Provide Head Start - Early Head Start Classroom Materials			
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	Really Good Stuff dba Steve Spangler Science	Company Contact	Lisa Brooks		
Street Address	5 Research Drive				
City	Shelton	State	CT	Zipcode	06484

Company Name	Educational Products, Inc	Company Contact	Matthew McDaris		
Street Address	1342 N I35 East				
City	Carrollton	State	TX	Zipcode	75006

Company Name	Lakeshore Learning Materials	Company Contact	Rafael Muro		
Street Address	2695 E Dominguez St				
City	Carson	State	CA	Zipcode	90895

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.

RC Supervisor (Initial)

Dennis Rowland
 Dennis Rowland
 Purchasing Agent & Chief Procurement Officer



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Solicitation Title	Provide Head Start - Early Head Start Classroom Materials		
Buyer Name	Marissa Conklin	Buyer Email	Marissa.Conklin@nashville.gov
BAO Rep	Christopher Wood	BAO Email	Christopher.Wood@nashville.gov

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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	Kaplan Early Learning Company	Company Contact	Tina Stanbery		
Street Address	1310 Lewisville-Clemmons Rd				
City	Lewisville	State	NC	Zipcode	27023

Company Name	Natural Blue II, LLC	Company Contact	Tyler Coleman		
Street Address	1985 South Ocean Drive				
City	Hallandale Beach	State	FL	Zipcode	33009

Company Name		Company Contact			
Street Address					
City		State		Zipcode	

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RC Supervisor (Initial)

Dennis Rowland

Dennis Rowland
Purchasing Agent & Chief Procurement Officer

Enter Solicitation Title & Number Below			
GROUP 1 - Provide Head Start - Early Head Start Classroom Materials; RFQ# 365305	Min. SBE/SDV Participation	Lowest Bid	Winning Bid
	0.0%	\$104,958.00	\$104,958.00
Offeror's Name	Bids	Participation Incentive	Status of ITB Award
Natural Blue II, LLC	\$ 150,684.00	\$0.00	Evaluated
Really Good Stuff dba Steve Spangler Science	\$ 104,958.00	\$0.00	Awarded

Enter Solicitation Title & Number Below			
GROUP 2 - Provide Head Start - Early Head Start Classroom Materials; RFQ# 365305	Min. SBE/SDV Participation	Lowest Bid	Winning Bid
	0.0%	\$4,368.00	\$4,368.00
Offeror's Name	Bids	Participation Incentive	Status of ITB Award
Educational Products, Inc	\$ 4,368.00	\$0.00	Awarded
Lakeshore Learning Materials	\$ 5,538.00	\$0.00	Evaluated
Natural Blue II, LLC	\$ 6,552.00	\$0.00	Evaluated
Really Good Stuff dba Steve Spangler Science	\$ 6,906.00	\$0.00	Evaluated

Enter Solicitation Title & Number Below			
GROUP 3 - Provide Head Start - Early Head Start Classroom Materials; RFQ# 365305	Min. SBE/SDV Participation	Lowest Bid	Winning Bid
	0.0%	\$4,767.00	\$4,767.00
Offeror's Name	Bids	Participation Incentive	Status of ITB Award
Educational Products, Inc	\$ 4,767.00	\$0.00	Awarded
Kaplan Early Learning Company	\$ 7,056.00	\$0.00	Evaluated
Lakeshore Learning Materials	\$ 5,964.00	\$0.00	Evaluated
Natural Blue II, LLC	\$ 6,930.00	\$0.00	Evaluated
Really Good Stuff dba Steve Spangler Science	\$ 6,090.00	\$0.00	Evaluated

Enter Solicitation Title & Number Below			
GROUP 4 - Provide Head Start - Early Head Start Classroom Materials; RFQ# 365305	Min. SBE/SDV Participation	Lowest Bid	Winning Bid
	0.0%	\$162,632.00	\$162,632.00
Offeror's Name	Bids	Participation Incentive	Status of ITB Award
Lakeshore Learning Materials	\$ 162,632.00	\$0.00	Awarded
Natural Blue II, LLC	\$ 179,996.00	\$0.00	Evaluated

Enter Solicitation Title & Number Below			
GROUP 5 - Provide Head Start - Early Head Start Classroom Materials; RFQ# 365305	Min. SBE/SDV Participation	Lowest Bid	Winning Bid
	0.0%	\$51,762.00	\$51,762.00
Offeror's Name	Bids	Participation Incentive	Status of ITB Award
Natural Blue II, LLC	\$ 69,834.00	\$0.00	Evaluated
Really Good Stuff dba Steve Spangler Science	\$ 51,762.00	\$0.00	Awarded

Enter Solicitation Title & Number Below			
GROUP 6 - Provide Head Start - Early Head Start Classroom Materials; RFQ# 365305	Min. SBE/SDV Participation	Lowest Bid	Winning Bid
	0.0%	\$7,110.00	\$7,110.00
Offeror's Name	Bids	Participation Incentive	Status of ITB Award
Lakeshore Learning Materials	\$ 7,110.00	\$0.00	Awarded
Natural Blue II, LLC	\$ 54,285.00	\$0.00	Evaluated

Enter Solicitation Title & Number Below			
GROUP 7 - Provide Head Start - Early Head Start Classroom Materials; RFQ# 365305	Min. SBE/SDV Participation	Lowest Bid	Winning Bid
	0.0%	\$36,502.00	\$36,502.00
Offeror's Name	Bids	Participation Incentive	Status of ITB Award
Kaplan Early Learning Company	\$ 36,502.00	\$0.00	Awarded
Natural Blue II, LLC	\$ 42,984.00	\$0.00	Evaluated

Enter Solicitation Title & Number Below			
GROUP 8 - Provide Head Start - Early Head Start Classroom Materials; RFQ# 365305	Min. SBE/SDV Participation	Lowest Bid	Winning Bid
	0.0%	\$12,032.00	\$12,032.00
Offeror's Name	Bids	Participation Incentive	Status of ITB Award
Natural Blue II, LLC	\$ 14,950.00	\$0.00	Evaluated
Really Good Stuff dba Steve Spangler Science	\$ 12,032.00	\$0.00	Awarded

Enter Solicitation Title & Number Below			
GROUP 9 - Provide Head Start - Early Head Start Classroom Materials; RFQ# 365305	Min. SBE/SDV Participation	Lowest Bid	Winning Bid
	0.0%	\$16,060.00	\$16,060.00
Offeror's Name	Bids	Participation Incentive	Status of ITB Award
Natural Blue II, LLC	\$ 18,774.00	\$0.00	Evaluated
Really Good Stuff dba Steve Spangler Science	\$ 16,060.00	\$0.00	Awarded

Enter Solicitation Title & Number Below			
GROUP 10 - Provide Head Start - Early Head Start Classroom Materials; RFQ# 365305	Min. SBE/SDV Participation	Lowest Bid	Winning Bid
	0.0%	\$1,307.10	\$1,307.10
Offeror's Name	Bids	Participation Incentive	Status of ITB Award
Kaplan Early Learning Company	\$ 1,307.10	\$0.00	Awarded
Natural Blue II, LLC	\$ 1,327.67	\$0.00	Evaluated

Enter Solicitation Title & Number Below			
GROUP 11 - Provide Head Start - Early Head Start Classroom Materials; RFQ# 365305	Min. SBE/SDV Participation	Lowest Bid	Winning Bid
	0.0%	\$20,578.76	\$20,578.76
Offeror's Name	Bids	Participation Incentive	Status of ITB Award
Kaplan Early Learning Company	\$ 20,578.76	\$0.00	Awarded
Natural Blue II, LLC	\$ 34,345.35	\$0.00	Evaluated
Lakeshore Learning Materials	\$ 24,531.59	\$0.00	Evaluated

Enter Solicitation Title & Number Below			
GROUP 12 - Provide Head Start - Early Head Start Classroom Materials; RFQ# 365305	Min. SBE/SDV Participation	Lowest Bid	Winning Bid
	0.0%	\$483.09	\$483.09
Offeror's Name	Bids	Participation Incentive	Status of ITB Award
Kaplan Early Learning Company	\$ 483.09	\$0.00	Awarded
Natural Blue II, LLC	\$ 1,379.77	\$0.00	Evaluated

Enter Solicitation Title & Number Below			
GROUP 13 - Provide Head Start - Early Head Start Classroom Materials; RFQ# 365305	Min. SBE/SDV Participation	Lowest Bid	Winning Bid
	0.0%	\$340.02	\$340.02
Offeror's Name	Bids	Participation Incentive	Status of ITB Award
Natural Blue II, LLC	\$ 424.93	\$0.00	Evaluated
Kaplan Early Learning Company	\$ 609.13	\$0.00	Evaluated
Lakeshore Learning Materials	\$ 340.02	\$0.00	Awarded

Enter Solicitation Title & Number Below			
GROUP 14 - Provide Head Start - Early Head Start Classroom Materials; RFQ# 365305	Min. SBE/SDV Participation	Lowest Bid	Winning Bid
	0.0%	\$1,258.33	\$1,258.33
Offeror's Name	Bids	Participation Incentive	Status of ITB Award
Kaplan Early Learning Company	\$ 1,258.33	\$0.00	Awarded
Lakeshore Learning Materials	\$ 1,335.19	\$0.00	Evaluated
Natural Blue II, LLC	\$ 1,807.62	\$0.00	Evaluated

Enter Solicitation Title & Number Below			
GROUP 15 - Provide Head Start - Early Head Start Classroom Materials; RFQ# 365305	Min. SBE/SDV Participation	Lowest Bid	Winning Bid
	0.0%	\$295.80	\$295.80
Offeror's Name	Bids	Participation Incentive	Status of ITB Award
Natural Blue II, LLC	\$ 471.95	\$0.00	Evaluated
Kaplan Early Learning Company	\$ 377.12	\$0.00	Evaluated
Lakeshore Learning Materials	\$ 499.15	\$0.00	Evaluated
Really Good Stuff dba Steve Spangler Science	\$ 295.80	\$0.00	Awarded

Enter Solicitation Title & Number Below			
GROUP 16 - Provide Head Start - Early Head Start Classroom Materials; RFQ# 365305	Min. SBE/SDV Participation	Lowest Bid	Winning Bid
	0.0%	\$667.58	\$667.58
Offeror's Name	Bids	Participation Incentive	Status of ITB Award
Kaplan Early Learning Company	\$ 667.58	\$0.00	Awarded
Lakeshore Learning Materials	\$ 1,409.70	\$0.00	Evaluated
Natural Blue II, LLC	\$ 1,076.52	\$0.00	Evaluated

Enter Solicitation Title & Number Below			
GROUP 17 - Provide Head Start - Early Head Start Classroom Materials; RFQ# 365305	Min. SBE/SDV Participation	Lowest Bid	Winning Bid
	0.0%	\$2,464.05	\$2,464.05
Offeror's Name	Bids	Participation Incentive	Status of ITB Award
Kaplan Early Learning Company	\$ 2,464.05	\$0.00	Awarded
Lakeshore Learning Materials	\$ 4,002.30	\$0.00	Evaluated
Natural Blue II, LLC	\$ 2,604.12	\$0.00	Evaluated

Enter Solicitation Title & Number Below			
GROUP 18 - Provide Head Start - Early Head Start Classroom Materials; RFQ# 365305	Min. SBE/SDV Participation	Lowest Bid	Winning Bid
	0.0%	\$262.73	\$262.73
Offeror's Name	Bids	Participation Incentive	Status of ITB Award
Kaplan Early Learning Company	\$ 286.17	\$0.00	Evaluated
Lakeshore Learning Materials	\$ 418.89	\$0.00	Evaluated
Natural Blue II, LLC	\$ 262.73	\$0.00	Awarded

Enter Solicitation Title & Number Below			
GROUP 19 - Provide Head Start - Early Head Start Classroom Materials; RFQ# 365305	Min. SBE/SDV Participation	Lowest Bid	Winning Bid
	0.0%	\$194.13	\$194.13
Offeror's Name	Bids	Participation Incentive	Status of ITB Award
Kaplan Early Learning Company	\$ 194.13	\$0.00	Awarded
Lakeshore Learning Materials	\$ 303.86	\$0.00	Evaluated
Natural Blue II, LLC	\$ 564.21	\$0.00	Evaluated
Really Good Stuff dba Steve Spangler Science	\$ 691.63	\$0.00	Evaluated

Enter Solicitation Title & Number Below			
GROUP 20 - Provide Head Start - Early Head Start Classroom Materials; RFQ# 365305	Min. SBE/SDV Participation	Lowest Bid	Winning Bid
	0.0%	\$44.16	\$44.16
Offeror's Name	Bids	Participation Incentive	Status of ITB Award
Natural Blue II, LLC	\$ 62.99	\$0.00	Evaluated
Chalk Spinner LLC	\$ 667.00	\$0.00	Evaluated
Kaplan Early Learning Company	\$ 44.16	\$0.00	Awarded
Lakeshore Learning Materials	\$ 85.99	\$0.00	Evaluated

Really Good Stuff dba Steve Spangler Science	\$	242.49	\$0.00	Evaluated
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Enter Solicitation Title & Number Below			
GROUP 21 - Provide Head Start - Early Head Start Classroom Materials; RFQ# 365305	Min. SBE/SDV Participation	Lowest Bid	Winning Bid
	0.0%	\$5,436.82	\$5,436.82
Offeror's Name	Bids	Participation Incentive	Status of ITB Award
Natural Blue II, LLC	\$ 5,436.82	\$0.00	Awarded

Enter Solicitation Title & Number Below			
GROUP 22 - Provide Head Start - Early Head Start Classroom Materials; RFQ# 365305	Min. SBE/SDV Participation	Lowest Bid	Winning Bid
	0.0%	\$37.32	\$37.32
Offeror's Name	Bids	Participation Incentive	Status of ITB Award
Kaplan Early Learning Company	\$ 37.32	\$0.00	Awarded
Lakeshore Learning Materials	\$ 62.68	\$0.00	Evaluated
Natural Blue II, LLC	\$ 73.98	\$0.00	Evaluated

Enter Solicitation Title & Number Below			
GROUP 23 - Provide Head Start - Early Head Start Classroom Materials; RFQ# 365305	Min. SBE/SDV Participation	Lowest Bid	Winning Bid
	0.0%	\$1,771.82	\$1,771.82
Offeror's Name	Bids	Participation Incentive	Status of ITB Award
Natural Blue II, LLC	\$ 1,827.68	\$0.00	Evaluated
Kaplan Early Learning Company	\$ 1,771.82	\$0.00	Awarded