



**Notice of Intent to Award**

|                     |   |             |                            |
|---------------------|---|-------------|----------------------------|
| Solicitation Number | 370433  | Award Date  | 5/9/2024   12:32 PM CDT    |
| Solicitation Title  | Production Services - A/V Technician Services |             |                            |
| Buyer Name          | Von L Bell                                    | Buyer Email | von.bell@nashville.gov     |
| BAO Rep             | Angie Martin                                  | BAO Email   | angie.martin@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   | Stokes Media LLC | Company Contact | Stevens Michael Stokes |               |
| Street Address | PO Box 22092     |                 |                        |               |
| City           | Nashville        | State           | TN                     | Zipcode 37202 |

|                |  |                 |  |         |
|----------------|--|-----------------|--|---------|
| 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.

     Supervisor (Initial)

Dennis Rowland  
 Dennis Rowland  
 Purchasing Agent & Chief Procurement Officer

**RFQ# 370433****Production Services - A/V Technician Services  
Evaluation Team/Review Board Score Sheet**

| Offeror  | Stevens Michael Stokes<br>dba Stokes Media LLC | Name        | Name        |
|--|--|-------------|-------------|
| Contract Acceptance  | Yes  |             |             |
| Comprehensiveness of of skillset pertaining to A/V Techs (35 Points) | 32.00  |             |             |
| Availability (25 Points)   | 25.00  |             |             |
| Financial Offer (10 Points)  | 10.00  |             |             |
| Roster of A/V Technicians (30 Points)                                | 25.00  |             |             |
| <b>Total Evaluation Scores</b>                                       | <b>92.00</b>                                   | <b>0.00</b> | <b>0.00</b> |
|  |  |             |             |
|  |  |             |             |

**Evaluation Comments****Steven Michael Stokes dba Stokes Media LLC****Strengths**

Offer exceeds standards and demonstrates elevated understanding of solicitation goals & objectives. Award justification notes some major strengths; few minor, correctable weaknesses. The proposal included all requested documentation, including a roster of audio video technicians with range of applicable skillsets and confirmation of availability of technicians for the provision of services outlined in the solicitation.

**Weaknesses**

| Enter Solicitation Title & Number Below                                   |                     |                     |                 |
|---|---------------------|---------------------|-----------------|
| Offeror's Name  | Bids                | Lowest Bid          | RFP Cost Points |
| <b>Production Services - A/V Technician Services</b><br><b>RFQ 370433</b> |                     |                     |                 |
|   |                     | <b>\$638,210.41</b> | <b>10</b>       |
| <b>Stevens Michael Stokes dba Stokes Media LLC</b>                        | <b>\$638,210.41</b> |                     | <b>10.00</b>    |

**From:** [Martin, Angie \(Finance\)](#)  
**To:** [Bell, Von \(Finance\)](#)  
**Subject:** RE: RFQ 370433 Production Services - A/V Technician Services  
**Date:** Thursday, May 2, 2024 11:58:00 AM  
**Attachments:** [.370433 Statement of Util STOKES rev.pdf](#)  
[.370433 Combined GFE Summary Sheets and supporting docs STOKES.pdf](#)

---

Von,

Please accept this as my final assessment for the referenced RFQ 370433 Production Services- A/V Technician Services. The vendor did not meet the established EBO subcontracting goals but is compliant with the EBO program having submitted satisfactory good faith efforts summary sheets and supporting documentation. There is no SBE/SDV programming for this solicitation. B2Gnow monitoring will not be required for this contract. Please see attachments.

Angie J. Martin  
Department of Finance- Office of Minority and Women Business Assistance (BAO)  
Metropolitan Government  
Nashville & Davidson County  
(O) 615-862-6136

The information contained in this transmission is intended only for the person or entity to which it is addressed and may contain confidential and/or privileged material. If you are not the intended recipient of this information, do not review, retransmit, disclose, disseminate, use, or take any action in reliance upon this information. If you received this transmission in error, please contact the sender immediately, destroy all printed copies, and delete the material from all computers

-----Original Message-----

From: Bell, Von (Finance) <Von.Bell@nashville.gov>  
Sent: Thursday, April 11, 2024 6:01 AM  
To: Martin, Angie (Finance) <Angie.Martin@nashville.gov>  
Subject: RFQ 370433 Production Services - A/V Technician Services

Angie,

RFQ 370433 closed on April 9, 2024. Please review the one supplier response for this solicitation for BAO programming requirements.

Thanks,

Von L. Bell MBA, Ed.D  
Procurement Officer II (Buyer)  
Department of Finance  
Procurement Division  
Metropolitan Government, Nashville Davidson County  
730 2nd Avenue South, St 101  
Nashville, TN 37201  
Office-615-862-6463

Do what you are supposed to do when you are supposed to do it; because when you don't, it impacts others!!!

METROPOLITAN GOVERNMENT OF NASHVILLE - DAVIDSON COUNTY

M/WBE SUBCONTRACTORS GOOD FAITH EFFORTS

SUMMARY SHEET

**THIS DOCUMENT MUST BE ACCURATELY COMPLETED, SIGNED AND SUBMITTED WITH THE BID OR PROPOSAL**  
**(Due with Bid Submission if Applicable)**

|   |  |  |
|---|--|--|
| Project Name: <b>Production Services - A/V Technician Servi</b> |  | Project Number: <b>370433,1</b>            |
| Company Name:   | Date Submitted: <b>4/8/24</b>          | Total Contract Value: <b>\$638,210.409</b> |
| Address: <b>PO Box 22092, Nashville, TN 37202</b>               |  | Federal Tax ID# <b>82-4092354</b>          |
| Contact Person: <b>Steve Stokes</b>                             | Email: <b>stokesmediallc@gmail.com</b> | Phone #: <b>615-854-2483</b>               |

**GOOD FAITH EFFORTS SUMMARY SHEET**

| Number | Bidder Action(s)  | BAO Only |
|--------|---|----------|
| 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) |
|--|------------------|-----------------------------------|---|--|------------------|------------------------------------|
| Please see attached spreadsheet "EBO Businesses Contacted" | Select           |                                   |   |  |                  | Select                             |
|  | Select           |                                   |   |  |                  | Select                             |

METROPOLITAN GOVERNMENT OF NASHVILLE - DAVIDSON COUNTY

M/WBE SUBCONTRACTORS GOOD FAITH EFFORTS

SUMMARY SHEET

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| <b>Project Name:</b> Production Services - A/V Technician Servi  |   | <b>Project Number:</b> 370433,1            |
| <b>Company Name:</b>   | <b>Date Submitted:</b> 4/8/24   | <b>Total Contract Value:</b> \$638,210.409 |
| <b>Address:</b> PO Box 22092, Nashville, TN 37202  |   | <b>Federal Tax ID#</b> 82-4092354          |
| <b>Contact Person:</b> Steve Stokes  | <b>Email:</b> stokesmediallc@gmail.com  | <b>Phone #:</b> 615-854-2483               |
| <b>GOOD FAITH EFFORTS SUMMARY SHEET CHECKLIST</b>  |   |  |
| <b>Number</b>  | <b>Bidder Action(s)</b>   | <b>BAO Only</b>                            |
| 2.   | <b>Meetings:</b> 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 |
|--|---|---------------------------------------|
| Steve Stokes with NPL Production Services, Forrest Eagle, Von Bell, and Angie Martin | I attended a pre-offer meeting with NPL and EBO to discuss the needs of EBO to fulfill the bid. | 12/12/23                              |
|  |   |                                       |
|  |   |                                       |

METROPOLITAN GOVERNMENT OF NASHVILLE - DAVIDSON COUNTY

M/WBE SUBCONTRACTORS GOOD FAITH EFFORTS

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| Contact Person: <b>Steve Stokes</b>  | Email: <b>stokesmediallc@gmail.com</b>   | Phone #: <b>615-854-2483</b>               |
| <b>GOOD FAITH EFFORTS SUMMARY SHEET CHECKLIST</b>  |  |  |
| <b>Number</b>  | <b>Bidder Action(s)</b>  | <b>BAO Only</b>                            |
| <b>3.</b>  | <b>Unbundling.</b> 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. | <b>Pass</b>                                |

**What Scope of Project Was Divided?**

|              |    |
|--------------|----|
| 1. See below | 2. |
| 3.           | 4. |
| 5.           | 6. |

We have yet to find a qualified partner, but once we do work will be divided evenly between the current Subcontractors and future MBE and WBE partners to fulfill the needs of EBO. We aim to surpass the 14/8%.

Work do be divided includes everything within the scope of the contract including:

- Videography
- Post-Production
- Audio Engineers
- Production Technicians
- Stage Hands
- Equipment consulting

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**GOOD FAITH EFFORTS SUMMARY SHEET CHECKLIST**

| Number | Bidder Action(s)   | BAO Only |
|--------|--|----------|
| 4.     | <b>Rejection:</b> 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. | 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.**

| M/WBE Firm Name/Address/Contact Person/Phone Number/Email | Description of Proposed Work | Reason for Rejection |
|---|------------------------------|----------------------|
|   |                              |                      |
|   |                              |                      |
|   |                              |                      |



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**GOOD FAITH EFFORTS SUMMARY SHEET CHECKLIST**

| Number | Bidder Action(s)  | BAO Only |
|--------|---|----------|
| 5.     | <b>Non-discrimination:</b> 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 |
|------------------|------------------|
| Note below       |                  |
|                  |                  |
|                  |                  |
|                  |                  |

We do not have any formal training as of today. If awarded the contract we will engage in formal non-discrimination training.

All of my technicians hired to date have been hired on word of mouth based on good faith. I have provided many technicians for NPL since 2019. I have not had a single instance of discrimination occur or reported. However, we are aware of the importance of training and will proceed with the appropriate training for all current and future subcontractors and partners.

METROPOLITAN GOVERNMENT OF NASHVILLE - DAVIDSON COUNTY

M/WBE SUBCONTRACTORS GOOD FAITH EFFORTS

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**Contact Person:** Steve Stokes **Email:** stokesmediallc@gmail.com **Phone #:** 615-854-2483

**GOOD FAITH EFFORTS SUMMARY SHEET CHECKLIST**

| Number | Bidder Action(s)   | BAO Only |
|--------|--|----------|
| 6.     | <b>Community and Other Organizational Services Support:</b> 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. | 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.**

| Publication Name | Date of Publication | Please provide copy.   |
|------------------|---------------------|--|
| LinkedIn         | 4/7/24              | Please see attached "Good Faith Efforts Letter" for more information |
| LinkedIn         | 4/29                | Please see attached "Good Faith Efforts Letter" for more information |
|                  |                     |  |

METROPOLITAN GOVERNMENT OF NASHVILLE - DAVIDSON COUNTY

M/WBE SUBCONTRACTORS GOOD FAITH EFFORTS

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**GOOD FAITH EFFORTS SUMMARY SHEET CHECKLIST**

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|--------|---|----------|
| 7.     | <b>Assistance: Bonding/Lines of Credit/Insurance:</b><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 |
|--|--------------------|
|  |                    |
|  |                    |
|  |                    |
|  |                    |

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 |
|--------|--|----------|
| 8.     | <p><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></p> | 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  |
|---|----------------|--|
| <a href="https://nashville.diversitycompliance.com/">https://nashville.diversitycompliance.com/</a> | 4/6            | 0 results that meet criteria   |
| <a href="https://nashville.diversitycompliance.com/">https://nashville.diversitycompliance.com/</a> | 4/29           | 32 potential partners. Please refer to attached "Good Faith Efforts Letter" for more detail. |
|   |                |  |
|   |                |  |

METROPOLITAN GOVERNMENT OF NASHVILLE - DAVIDSON COUNTY

M/WBE SUBCONTRACTORS GOOD FAITH EFFORTS

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| <b>GOOD FAITH EFFORTS SUMMARY SHEET CHECKLIST</b>  |  |  |
| <b>Number</b>  | <b>Bidder Action(s)</b>  | <b>BAO Only</b>                            |
| 9.   | <b>Mentor Protégé' Relationship/Technical Assistance:</b> 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. |
|--------------|--------------------|--|
|              |                    |  |

\*In our solicitation for potential partners, we included a statement saying that we need personnel with 2 years experience. However, if a person is interested enough in the industry we will provide limited training.

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.**



**STOKES MEDIA, LLC**  
**P.O. Box 22092**  
**Nashville, TN 37202**

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May 1, 2024

RFQ: 370433,1  
RFQ Title: Production Services - A/V Technician Services  
Stokes Media, LLC  
Criteria Section: EBO

This is a summary of our continued good-faith efforts to fulfill and surpass MBE/WBE goals of 14% / 8% for the contract with NPL.

We have made multiple posts on LinkedIn to no avail. Screenshots are attached at the bottom of this letter. We received one response on the first post. We had direct contact with the person via email as a follow-up. The person was interested in creating programming and content for NPL which is outside the scope of this contract. However, we are going to continue talks to see if they can help us find some qualified MBE/WBE technicians. Our most recent post has had zero replies.

We have also had conversations in person with people in the industry to find MBE/WBE AV companies. To date, we have had zero leads. As mentioned before if we are granted the contract, one of our female subcontractors has agreed to register as a WBE with EBO.

Regarding the database search, previously the database at <https://tn.diversitysoftware.com/> did not return any qualified candidates. This time we broadened the search to:

- Audio / Video
- Videography
- Media
- Temp Staffing
- Event Planning
- AV Services
- Marketing

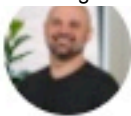
We also downloaded the entire directory of about 2500 businesses in TN. We then sifted through Capability, Business Activity, and Business Category to make sure that we did not miss any potential partners. Our search resulted in 32 potential candidates. They are all listed on the attached spreadsheet "EBO Businesses Contacted."

We sent all 32 companies individual emails outlining the scope of the contract with NPL, the solicitation name and number, and what it is we were looking for. We also asked them to let us know if it's something that fits into the scope of their business and what their rates were. In our solicitation for potential partners, we also included a statement saying that we need personnel with 2 years' of experience. However, if a person is interested enough in the industry we will provide limited training.

To date, we have had ZERO responses from our email solicitation. However, many of the candidates seem like they are a good fit. The next step is to make phone calls to the most qualified and try to solidify a partnership with a MBE or WBE to fulfill the contract goals.

Lastly, we understand the importance of fulfilling the EBO goals. If awarded the contract we will continue our efforts to meet and surpass this goal.

Sincerely,  
Steve Stokes  
President  
Stokes Media, LLC



**Steve Stokes** • YOU

Stokes Media LLC

3w •



**Stokes Media LLC**

7 followers

3w •

ISO: Minority-Owned or Women-Owned audio-visual companies to partner on fun and amazing projects at the Nashville Public Library. Please DM us if you are interested. Thank you!



1

2 comments



Like

Comment

Repost

Send



74 impressions

[View analytics](#)



Add a comment...



Most relevant ▾



**Julie Grower** (She/Her) • 3rd+

2w

"Who Speaks For Earth" (The Project) is a documentary shor...

Steve. Very interested in talking. Please connect and I'll reach out.

Like | Reply · 1 Reply



**Steve Stokes** Author

1d

Stokes Media LLC

Hi Julie, shoot me an email at [steve@stokesmedia.us](mailto:steve@stokesmedia.us). Would love to talk!

Like | Reply





STOKES MEDIA LLC

7 followers

1d • 

ISO: EBO Certified businesses to partner with on AV projects at the Nashville Public Library!

We are currently working on a 5 year contract with the Nashville Public Library and are in search of EBO Certified Minority Owned Businesses and/or Women Owned Businesses to partner with.

The contract is for Production Services. We are primarily looking for experienced audio and video techs to run sound and video for live events. Preferred 2 years minimum of experience. Limited training is available.

Contractors must have a thorough understanding of audio and video techniques, software, and accurate use of the equipment needed to produce high quality production services.

We are looking for people with experience or interest in the below scope of work.

If you are interested in partnering on the contract or have a recommendation for a potential partner please feel free to contact me and let me know your rates, availability, and which services you are interested in helping out with.

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#### SCOPE OF WORK:

Production Services for each Metro scheduled program or event will be based on the specific needs of the program that shall involve a variety of tasks related to audio and video production that includes the following:

Contractor (s) shall be responsible for setting up and maintaining audio and video equipment including cameras, microphones, lighting, and other A/V hardware necessary for event production, recording, and live streaming.

2. Audio and Video Production: Contractor (s) shall be responsible for technical aspects of audio and video production, such as setting up audio video feeds, adjusting lighting, and troubleshooting technical issues that may arise during production.

3. Post Production Work: Contractor (s) shall be responsible for editing audio and video footage, cleaning audio sources. mixing audio feeds, color-correcting video, and producing a final product that meets the program needs.

4. Live Streaming: Contractor (s) shall be responsible for setting up and operating live streaming equipment and managing the live stream during a program.

5. Consulting: Contractor (s) must provide advice on audio and video equipment purchases, upgrades, and maintenance.

METRO Nashville Solicitation Name: Production Services - A/V Technician Services

METRO Nashville Solicitation Number: RFQ: 370433,1

| Email Contact Made | Reponse     | Email                       | Company Name/DBA Name                   | Owner First | Owner Last | Physical Address City    | State | Zip   | Phone        | Website   | Certification Ty | Expiration | Capability    | Business Activi | Business Category                 |
|--------------------|-------------|-----------------------------|---|-------------|------------|--------------------------|-------|-------|--------------|---|------------------|------------|---------------|-----------------|-----------------------------------|
| 4/29               | No response | LGINSBERG@TIERPM.COM        | TIERPM LLC                              | LEE         | GINSBERG   | 600 LIBERTY / PITTSBURGH | PA    | 15223 | 412-980-2722 | <a href="http://www.tierpm.com">HTTP://WWW.TIERPM.COM</a>                       | SBE              | 8/6/2024   | INFORMATION   | INFORMATION     | INFORMATION TECHNOLOGY CONSULTING |
| 4/29               | No response | INFO@FOREVERREADYLLC.COM    | FOREVER READY PRODUCTIONS, LLC          | LAUREN      | READY      | 2563 BROAD # MEMPHIS     | TN    | 38112 | 901-286-3892 | <a href="http://www.foreverreadyllc.com">HTTP://WWW.FOREVERREADYLLC.COM</a>     | WBE              | 5/5/2026   | VIDEO PROD.   | INFORMATION     | AUDIO/VIDEO                       |
| 4/29               | No response | DLP@DLPRODUCTIONS.COM       | DONNA LAWRENCE PRODUCTIONS INC          | DONNA       | LAWRENCE   | 624 BAXTER A LOUISVILLE  | KY    | 40204 | 502-589-9617 | <a href="http://www.dlproductions.com">HTTP://WWW.DLPRODUCTIONS.COM</a>         | WBE              | 4/14/2022  | VIDEO PROD.   | EDUCATIONAL     | AUDIO/VIDEO                       |
| 4/29               | No response | GMEALER@DATASTAFFNC.COM     | DATASTAFF, INC.                         | GLYNDA      | MEALER     | 3101 INDUSTRI RALEIGH    | NC    | 27809 | 919-874-0009 | <a href="http://www.datastaffnc.com">HTTP://WWW.DATASTAFFNC.COM</a>             | WBE              | 12/23/2024 | PROFESSION    | INFORMATION     | STAFFING                          |
| 4/29               | No response | STEPHANIER@THEJPIGROUP.COM  | THE JPI GROUP LLC                       | IYOMAKHA    | DOUGLAS    | 1700 MARKET PHILADELPHI  | PA    | 19103 | 215-375-4919 | <a href="http://www.thejpigroup.com">HTTP://WWW.THEJPIGROUP.COM</a>             | MBE              | 3/25/2025  | STAFFING ANI  | INFORMATION     | STAFFING                          |
| 4/29               | No response | RICHARD@YTMEMPHIS.COM       | YOUNG TECHNOLOGIES LLC                  | RICHARD     | YOUNG      | 353 ANDY DRI DRUMMOND    | TN    | 38023 | 901-746-9568 | <a href="http://www.ytmemphis.com">HTTP://WWW.YTMEMPHIS.COM</a>                 | MBE              | 6/26/2023  | INFORMATION   | INFORMATION     | AUDIO/VIDEO                       |
| 4/29               | No response | KELLY@KGVSTUDIOS.COM        | KELLYGIRL VIKGY STUDIOS                 | KELLY       | MAGILL     | 1200 CLINTON NASHVILLE   | TN    | 37203 | 615-414-9690 | <a href="http://kellygirlvideo.com">HTTP://KELLYGIRLVIDEO.COM</a>               | WBE              | 7/13/2024  | AUDIO/ VIDEO  | MARKETING/C     | AUDIO/VIDEO                       |
| 4/29               | No response | MINDY@MINDYCOOK.COM         | MINDY COOK, LLC                         | MINDY       | COOK       | 913 FALLVIEW NASHVILLE   | TN    | 37211 | 615-601-1585 | <a href="http://mindycook.com">HTTP://MINDYCOOK.COM</a>                         | WBE              | 2/5/2027   | MARKETING/C   | MARKETING/C     | AUDIO/VIDEO                       |
| 4/29               | No response | MICHELLE@LINZYPRODUCTIONCOM | MICHELLE LIN LINZY PRODUCTION COMPANY   | MICHELLE    | LINZY      | 5081 CITY ST# OOLTEWAH   | TN    | 37363 | 678-651-7210 | <a href="http://www.linzyproductioncompa">HTTP://WWW.LINZYPRODUCTIONCOMPA</a>   | WBE              | 10/12/2025 | VIDEO PROD.   | MARKETING/C     | AUDIO/VIDEO                       |
| 4/29               | No response | ADMIN@MMPRODUCTIONSUSA.COM  | M & M PRODUCTIONS USA, LLC              | MICHAEL     | BROWN      | 715 EMORY V OAK RIDGE    | TN    | 37830 | 800-711-0140 | <a href="http://www.mmproductionsusa.com">HTTP://WWW.MMPRODUCTIONSUSA.COM</a>   | SBE              | 12/30/2026 | EVENT PLANN   | MARKETING/C     | EVENT PLANNING                    |
| 4/29               | No response | CBREWER@LEOEVENTS.COM       | LEO EVENTS ( N/A                        | CINDY       | BREWER     | 411 MONROE MEMPHIS       | TN    | 38103 | 901-766-1836 | <a href="http://www.leoevents.com">HTTP://WWW.LEOEVENTS.COM</a>                 | WBE              | 8/30/2024  | LEO EVENTS I  | MARKETING/C     | EVENT PLANNING                    |
| 4/29               | No response | TAMERA@FILMSTRAYDOG.COM     | STRAY DOG                               | TAMERA      | BROOKS     | 700 FOUNTAIN FRANKLIN    | TN    | 37064 | 615-415-1236 | <a href="http://www.filmstraydog.com">HTTP://WWW.FILMSTRAYDOG.COM</a>           | WBE              | 9/12/2022  | COMMUNICAT    | MARKETING/C     | TELEVISION                        |
| 4/29               | No response | JOHN.PERONA@TRISTARDC.COM   | TRISTAR DIGITAL CONNECTIONS, LLC        | JOHN        | PERONA     | 110 GLANCY S GOODLETTSV  | TN    | 37072 | 615-420-6545 | <a href="http://www.tristardc.com">HTTP://WWW.TRISTARDC.COM</a>                 | MBE              | 8/27/2021  | AV/DVD & VIDE | RETAIL TRADE    | AUDIO/VIDEO                       |
| 4/29               | No response | JULIE@UNAPENUMBRA.COM       | UNAPENUMBRA LLC                         | JULIANA     | GOEBL      | 32 S AUBURNI MEMPHIS     | TN    | 38104 | 901-270-6649 | <a href="http://www.unapenumbra.com">HTTP://WWW.UNAPENUMBRA.COM</a>             | WBE              | 7/20/2025  | VIDEO PROD.   | SERVICE INDL    | AUDIO/VIDEO                       |
| 4/29               | No response | TRACEY@STELLARVISIONS.NET   | STELLAR VISIONS AND SOUND               | TRACEY      | SPEEKS     | 2020 DUTCH V KNOXVILLE   | TN    | 37918 | 865-689-2082 | <a href="http://www.stellarvisions.net">HTTP://WWW.STELLARVISIONS.NET</a>       | SBE              | 4/21/2024  | FULL PRODUC   | SERVICE INDL    | AUDIO/VIDEO                       |
| 4/29               | No response | BARB3RSHOP84@GMAIL.COM      | IMPECCABLE `CBE SUPREME                 | COREY       | BARBER     | 1780 MILL GLE CORDOVA    | TN    | 38016 | 901-318-9386 | <a href="http://www.cbeesupreme.com">HTTP://WWW.CBEESUPREME.COM</a>             | SDVBE            | 10/19/2026 | MUSIC PROD.   | SERVICE INDL    | AUDIO/VIDEO                       |
| 4/29               | No response | RICHARD@CPRIGGING.COM       | CONVENTION PRODUCTION RIGGING INC.      | RICHARD     | AMEND      | 205 POWELL I BRENTWOOD   | TN    | 37027 | 615-243-4821 | <a href="http://www.cprigging.com">HTTP://WWW.CPRIGGING.COM</a>                 | SBE              | 5/26/2024  | PRODUCTION    | SERVICE INDL    | AUDIO/VIDEO                       |
| 4/29               | No response | WILL@SOUTHFULTONRECORDINGS  | SOUTH FULTON RECORDING STUDIO           | WILL        | SOKOLOWSKI | 9065 WOLF CI SOUTH FULTC | TN    | 38257 | 731-982-1893 | <a href="https://southfultonrecordingstuc">HTTPS://SOUTHFULTONRECORDINGSTUC</a> | SDVBE            | 3/29/2026  | RECORDING S   | SERVICE INDL    | AUDIO/VIDEO                       |
| 4/29               | No response | ADMIN@ELSNASHVILLE.COM      | EXTREME LIG ELS NASHVILLE, ELS ELECTRIC | GLENN       | GRUNDBERG  | 1367 FAIRVIEW FAIRVIEW   | TN    | 37062 | 615-266-5236 | <a href="http://www.elsnashville.com">HTTP://WWW.ELSNASHVILLE.COM</a>           | SBE              | 6/30/2025  | STAGE, LIGHT  | SERVICE INDL    | AUDIO/VIDEO                       |
| 4/29               | No response | RSTARNS@RUNNINGPONY.COM     | RUNNING PONY PRODUCTIONS                | JONATHAN    | EPSTEIN    | 1770 KIRBY P/ MEMPHIS    | TN    | 38138 | 901-683-6693 | <a href="http://www.runningpony.com">HTTP://WWW.RUNNINGPONY.COM</a>             | SBE              | 6/17/2025  | VIDEO PROD.   | SERVICE INDL    | AUDIO/VIDEO                       |
| 4/29               | No response | MMOORE@UNITELECTRONICSIN    | UNITED ELECTRONICS INC.                 | MABEL       | MOORE      | 315 DEADERIK NASHVILLE   | TN    | 37238 | 615-957-7118 | <a href="http://www.unitelectronicsinc.c">HTTP://WWW.UNITELECTRONICSINC.C</a>   | WBE              | 6/13/2025  | VOICE AND D/  | SERVICE INDL    | AUDIO/VIDEO                       |
| 4/29               | No response | PITTYPATPRODUCTIONS@YAHOO.C | AFFORDABLE AFFORDABLE WINDOW TINTIN     | PATRICK     | GIBBS      | 1454 ROUND I MURFREESBC  | TN    | 37128 | 615-506-0990 | <a href="http://www.tpeventsplanning.com">HTTP://WWW.TPEVENTSPANNING.COM</a>    | WBE              | 11/7/2024  | CERTIFIED EV  | SERVICE INDL    | EVENT PLANNING                    |
| 4/29               | No response | INFO@TPEVENTSPANNING.COM    | TP EVENTS PL DBA TINA V. PLAYER         | TINA        | PLAYER     | 633 CHESTNU CHATTANOOC   | TN    | 37450 | 423-413-5075 | <a href="http://hickskonventions.com">HTTP://HICKSKONVENTIONS.COM</a>           | WBE              | 7/18/2025  | CONVENTION    | SERVICE INDL    | EVENT PLANNING                    |
| 4/29               | No response | MRSJACKIEHICKS@AOL.COM      | HICKS CONVENTION SERVICES,INC           | JACKIE      | HICKS      | 935 RAYNER MEMPHIS       | TN    | 38114 | 901-272-1171 | <a href="http://www.pieceofmindevents.com">HTTP://WWW.PIECEOFMINDEVENTS.COM</a> | WBE              | 2/18/2026  | EVENT AND M   | SERVICE INDL    | EVENT PLANNING                    |
| 4/29               | No response | SHARDE@PIECEOFMINDEVENTS.CC | PIECE OF MIND EVENTS LLC                | SHARDE      | CURRY      | 1409 ADDISON CLARKSVILLE | TN    | 37042 | 615-717-7270 | <a href="http://www.thirtyplusevents.com">HTTP://WWW.THIRTYPLUSEVENTS.COM</a>   | WBE              | 3/28/2026  | EVENT DECOI   | SERVICE INDL    | EVENT PLANNING                    |
| 4/29               | No response | SUPPORT@THIRTYPLUSEVENTS.CC | THIRTY PLUS THIRTY PLUS EVENTS          | JOVIA       | KING       | 5016 CENTENI NASHVILLE   | TN    | 37209 | 615-592-5320 | <a href="http://creativevthd.com">HTTP://CREATIVEVTHD.COM</a>                   | MBE              | 11/6/2023  | EVENT PROD    | SERVICE INDL    | EVENT PLANNING                    |
| 4/29               | No response | CHRS@CREATIVETHD.COM        | CREATIVE MT CREATIVE BOOTH              | CHRISTOPHEI | MONTEATH   | 1178 CROSS C FRANKLIN    | TN    | 37067 | 615-516-6498 | <a href="http://www.aoprn.net">HTTP://WWW.AOPRN.NET</a>                         | SBE              | 1/13/2026  | RENTAL EQUI   | SERVICE INDL    | EVENT PLANNING                    |
| 4/29               | No response | INFO@AOPRN.NET              | ALL OCCASIONS PARTY RENTALS             | TERENCE     | TURNER     | 5825 MIDDLEB KNOXVILLE   | TN    | 37921 | 865-588-1131 | <a href="http://www.aerialsoutheast.com">HTTP://WWW.AERIALSOUTHEAST.COM</a>     | WBE              | 7/12/2024  | AERIAL PHOT   | SERVICE INDL    | PHOTOGRAPHY                       |
| 4/29               | No response | ACCOUNTING@AERIALSOUTHEAST  | AERIAL INNOVATIONS SOUTHEAST, INC.      | WENDY       | WHITEMORE  | 202 S. 17TH S NASHVILLE  | TN    | 37206 | 615-650-2002 | <a href="http://www.sherioneal.com">HTTP://WWW.SHERIONEAL.COM</a>               | WBE              | 5/14/2027  | COMMERCIAL    | SERVICE INDL    | PHOTOGRAPHY                       |
| 4/29               | No response | SHERI@SHERIONEAL.COM        | SHERI ONEAL PHOTOGRAPHY                 | SHERI       | ONEAL      | 3813 LOOKOU NASHVILLE    | TN    | 37209 | 615-330-2268 | <a href="http://www.gpmdrones.com">HTTP://WWW.GPMDRONES.COM</a>                 | MBE              | 6/21/2026  | PHOTOGRAP     | SERVICE INDL    | PHOTOGRAPHY                       |
| 4/29               | No response | ASNAPSHOTINTIME@GMAIL.COI   | GPM, LLC A SNAPSHOT IN TIME             | BRISMAYDA   | SELLERS    | 227 STROUD /ATOKA        | TN    | 38004 | 901-286-3445 | <a href="http://www.atlasmanagement.us">HTTP://WWW.ATLASMANAGEMENT.US</a>       | MBE              | 11/20/2024 | CONTRACT L/   | SERVICE INDL    | STAFFING                          |
| 4/29               | No response | WSAWYERS@ATLASMANAGEMENT    | ATLAS MANAGEMENT CORPORATION            | WARREN      | SAWYERS    | 750 OLD HICK/ BRENTWOOD  | TN    | 37027 | 615-620-0970 |   |                  |            |               |                 |                                   |



## Statement of M/WBE Utilization

|  |   |
|--|---|
| Proposer's/Firm's Name: <b>Stokes Media LLC</b>                          | Proposer's Phone #: <b>615-854-2483</b>                   |
| Solicitation Title: <b>Production Services - A/V Technician Services</b> | Proposer's Email Address: <b>stokesmediallc@gmail.com</b> |
| Solicitation #: <b>RFQ: 370433,1</b>                                     | Amount Self-performed: <b>25%</b>                         |
| Proposer's/Firm's Ownership: <b>Select Non MWBE</b>                      | Total Bid Amount: <b>\$638,210,409</b>                    |
| <b>Proposed EBO Goal (%):</b> <u>14</u> MBE% <u>8</u> WBE%               | EBO Goal Met? (Y/N) <b>Select NO</b>                      |

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

|   | MBE/WBE Firm Name | MBE/WBE Firm Address | Phone/E-Mail | Certificate          | * MBE/WBE    | Code #      | Description of Work | MBE/WBE      | Percent           |
|---|-------------------|----------------------|--------------|----------------------|--------------|-------------|---------------------|--------------|-------------------|
|   |                   |                      |              | Type<br>(MBE or WBE) | Group Type * | UNSPS/NAICS |                     | Dollars (\$) | of Total Contract |
| 1 |                   |                      |              | Select               | Select       |             |                     |              |                   |
| 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) <b>*Please ensure to save the document as a PDF and refrain from printing and signing it.*</b><br><div style="display: flex; align-items: center;">                  Stevens M. Stokes / President / Stokes Media LLC             </div> | Date<br>5/1/24 |
|---|----------------|

\*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.

|  |                                     |  |
|--|-------------------------------------|--|
| <b>Has Prime Complied with EBO Goal?</b> <b>NO</b> | <b>For Internal Office Use ONLY</b> | <b>If No, Good Faith Efforts Met?</b> <b>YES</b> |
|--|-------------------------------------|--|

**BAO Representative:** Angie Martin      **Metro Buyer:** Von Bell      **Project Manager:** \_\_\_\_\_      **Date:** 4/6

|                                     |            |            |
|-------------------------------------|------------|------------|
| <b>Total MBE Subcontracting</b>     | <u>0</u> % | <u>\$0</u> |
| <b>Total WBE Subcontracting</b>     | <u>0</u> % | <u>\$0</u> |
| <b>Total MBE/WBE Participation:</b> | <u>0</u> % | <u>\$0</u> |

**BAO Notes:**

**Certificate Of Completion**

|   |                              |
|---|------------------------------|
| Envelope Id: E832488BDF664B778FE0C05A5E31D22D   | Status: Completed            |
| Subject: Intent to Award - RFQ # 370344 for Production Services - A/V Technician Services |                              |
| Source Envelope:  |                              |
| Document Pages: 20  | Signatures: 1                |
| Certificate Pages: 2  | Initials: 1                  |
| AutoNav: Enabled  | Envelope Originator:         |
| Enveloped Stamping: Enabled   | Von Bell                     |
| Time Zone: (UTC-06:00) Central Time (US & Canada)   | 730 2nd Ave. South 1st Floor |
|   | Nashville, TN 37219          |
|   | von.bell@nashville.gov       |
|   | IP Address: 170.190.198.185  |


**Record Tracking**

|                                      |  |                    |
|--------------------------------------|--|--------------------|
| Status: Original                     | Holder: Von Bell   | Location: DocuSign |
| 5/9/2024 8:13:16 AM                  | von.bell@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                   |
|--|---|-----------------------------|
| Gary Clay  |  | Sent: 5/9/2024 8:17:20 AM   |
| Gary.Clay@nashville.gov                              |   | Viewed: 5/9/2024 8:26:27 AM |
| Asst. Purchasing Agent                               |   | Signed: 5/9/2024 8:26:54 AM |
| Security Level: Email, Account Authentication (None) | Signature Adoption: Uploaded Signature Image                                      |                             |
|  | Using IP Address: 170.190.198.185   |                             |

**Electronic Record and Signature Disclosure:**  
Not Offered via DocuSign

|  |   |                              |
|--|---|------------------------------|
| Dennis Rowland                                       |  | Sent: 5/9/2024 8:26:56 AM    |
| Dennis.Rowland@nashville.gov                         |   | Viewed: 5/9/2024 12:32:22 PM |
| Purchasing Agent & Chief Procurement Officer         |   | Signed: 5/9/2024 12:32:35 PM |
| Security Level: Email, Account Authentication (None) | Signature Adoption: Pre-selected Style  |                              |
|  | Using IP Address: 170.190.198.185   |                              |

**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 |

| <b>Envelope Summary Events</b> | <b>Status</b>    | <b>Timestamps</b>    |
|--------------------------------|------------------|----------------------|
| Envelope Sent                  | Hashed/Encrypted | 5/9/2024 8:17:20 AM  |
| Certified Delivered            | Security Checked | 5/9/2024 12:32:22 PM |
| Signing Complete               | Security Checked | 5/9/2024 12:32:35 PM |
| Completed                      | Security Checked | 5/9/2024 12:32:35 PM |

| <b>Payment Events</b> | <b>Status</b> | <b>Timestamps</b> |
|-----------------------|---------------|-------------------|
|-----------------------|---------------|-------------------|