



Notice of Intent to Award

Solicitation Number	366376	Award Date	7/15/2024 9:29 AM CDT
Solicitation Title	Professional Grounds, Landscaping, and Irrigation Services		
Buyer Name	Brad Wall	Buyer Email	brad.wall@nashville.gov
BAO Rep	Evans Cline	BAO Email	evans.cline@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	Premiere Building Maintenance Corporation	Company Contact	Jackie Bass
Street Address	1416 McCalla Avenue		
City	Knoxville	State	TN
		Zipcode	37915

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.

EC Assistant Purchasing Agent (Initial)

Dennis Rowland
 Dennis Rowland
 Purchasing Agent & Chief Procurement Officer

RFQ #366376 - Professional Grounds, Landscaping, and Irrigation Services			
	Beard Property Maintenance, Inc.	Landscape Services, Inc.	Premiere Building Maintenance Corporation
Contract Acceptance	Accepted Metro's standard contract without exceptions	Accepted Metro's standard contract without exceptions	Accepted Metro's standard contract without exceptions
Cost/Pricing (30 Points)	26.49	24.26	19.42
Team Qualifications and Capacity to Perform (35 Points)	17.00	10.00	29.00
Contractor's Approach and Experience (35 Points)	14.00	10.00	26.00
Total (100 Points)	57.49	44.26	74.42

Beard Property Maintenance, Inc.
<p>Strengths - The offeror provided a resume for the Landscape Operations Manager demonstrating relevant experience. The offeror provided a proposed yearly landscape maintenance schedule. The offeror provided equipment information and storage locations. The offeror provided a full listing of all equipment and vehicles to be used for the landscape maintenance services. The offeror addressed four (4) out of the five (5) items requested for the sustainable environmental practices for example the plan to use manual weeding services to eliminate the use of herbicides and pesticides and plan to use more electric equipment. The offeror provided information on three (3) reference projects.</p> <p>Weaknesses - The offeror lacked detail with listed experience in landscaping for full staff. The offeror's organization chart lacked detail; specifically, an incomplete chart was provided for Metro to review and evaluate. The offeror failed to provide a contingency plan for the designated on-site Landscape Operations Manager when they are not available. The offeror failed to provide a description of the line staff's role in the delivery of service. The offeror failed to provide a description of the designated on-site irrigation staff's role in the delivery of service. The offeror failed to provide resumes for the key staff members that will be performing services on the resulting contract. The offeror's proposal lacked detail in describing their ability, experience, and financial resources that will be used to provide the services requested in a satisfactory and timely manner. The offeror's proposed yearly maintenance schedule lacked detail and wasn't a comprehensive plan. The offeror failed to provide a sample itemized invoice for Metro to review and evaluate. The offeror's proposal failed to provide detail for irrigation services and minimal detail for other routine services. The offeror's proposal lacked detail describing their process for the successful use of Integrated Pest Management. The offeror failed to specifically address their use of or provide a list of chemicals. The offeror's proposal failed to provide a comprehensive plan for irrigation services. The offeror's proposal failed to provide a comprehensive plan for annual fertilizer and weed/pest control services. The offeror's proposal failed to specifically address zero waste disposal processes. The offeror failed to provide dollar values for their reference projects.</p>
Landscape Services, Inc.
<p>Strengths - No strengths.</p> <p>Weaknesses - The offeror failed to provide an organizational chart for Metro to review and evaluate. The offeror failed to identify a designated Landscape Operations Manager and their role. The offeror's description of the line staff's role in the delivery of service lacked detail. The offeror's description of the irrigation staff's role in the delivery of service lacked detail. The offeror failed to provide resumes for the proposed Landscape Operations Manager and all key staff members. The offeror's proposal lacked detail in how their company will make available equipment needed for services. The offeror's proposal lacked detail describing the systems used to communicate between supervisors, office staff, and field staff. The offeror's reporting and documentation process lacked detail and clarity. The offeror failed to provide a sample itemized invoice for Metro to review and evaluate. The offeror failed to provide documentation of the required licenses to perform the work and services being requested. The offeror's inventory equipment list lacked detail; specifically, they provided a summary and not an actual list as requested. The offeror's proposal lacked detail describing their process for the successful use of Integrated Pest Management. The offeror failed to specifically address their use of or provide a list of chemicals. The offeror's proposal failed to provide a comprehensive plan for irrigation services. The offeror's proposal failed to provide a comprehensive plan for annual fertilizer and weed/pest control services. The offeror's proposal failed to specifically address Environmentally preferable purchasing, the use of/plans for electric landscape equipment, the use of plant materials that are suited for local climate and environmental conditions, and environmentally friendly herbicides, pesticides, and fertilizers and/or plans to avoid their use altogether. The offeror provided reference projects, but no detail was provided for the projects.</p>
Premiere Building Maintenance Corporation

Strengths -The offeror's proposal provided a detailed description of the designated on-site irrigation staff's role in the delivery of exceptional service. The offeror provided a resume for the Landscape Operations Manager demonstrating relevant experience. The offeror provided a detailed comprehensive description of the resources and methodology that will be used to complete each element of the requested services. The offeror provided information on the internal systems used to communicate between supervisors, office staff, and field staff. The offeror provided detailed information on their approach to communicating with Metro representatives. The offeror provided a detailed plan and strategy for maintaining irrigation systems. The offeror's proposal provided adequate sustainability related information as requested. The offeror provided information related to three (3) reference projects.

Weaknesses - The offeror's organizational chart was not legible. The offeror failed to provide resumes for some of their key staff members. The offeror's proposal lacked detail in how their company will make available equipment needed for services. The offeror's proposal lacked detail on how they evaluate work performed. The offeror failed to provide documentation of the required licenses for their subcontractors. The offeror's proposal didn't specifically address if more equipment is needed to fulfill the service needs by Metro, if awarded a contract. The offeror listed Metro as a reference project however, Metro has concerns regarding the offeror's ability to perform the required services, reporting, availability to cover 24/7, capacity, communication, and irrigation services.

Note: Rotolo Consultants, Inc. was deemed nonresponsive to the solicitation.

Solicitation Title & Number			RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
Professional Grounds, Landscaping, and Irrigation Services; RFQ #366376			24	6	30
Offeror's Name	Total Bid Amount	SBE/SDV Participation Amount	RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
Beard Property Maintenance, Inc.	\$4,487,327.65	\$4,487,327.65	20.49	6.00	26.49
Landscape Services, Inc	\$3,830,775.09	\$191,538.75	24.00	0.26	24.26
Premiere Building Maintenance Corporation	\$4,916,626.09	\$540,829.00	18.70	0.72	19.42

Note: Rotolo Consultants Inc. was deemed nonresponsive to the solicitation.



Statement of M/WBE Utilization

Proposer's/Firm's Name: Premiere Building Maintenance Corp	Proposer's Phone #: 865-522-7731
Solicitation Title: Professional Grounds, Landscping and Irrigation Services	Proposer's Email Address: misom@premierebuilding.com
Solicitation #: 366376	Amount Self-performed : 3,392,472
Proposer's/Firm's Ownership: MBE <input type="checkbox"/>	Total Bid Amount: 4,916,626.00
Proposed EBO Goal (%) : <u>20</u> MBE% <u>6</u> WBE%	EBO Goal Met? (Y/N) YES <input type="checkbox"/>

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

				Certificate						
MBE/WBE Firm Name		MBE/WBE Firm Address		Type (MBE or WBE)		* MBE/WBE Group Type *		Code # UNSPS/NAICS		
				Phone/E-Mail		Description of Work		MBE/WBE Dollars (\$)		
								Percent of Total Contract		
1	All N One Lawn Care	228 E. Old Hickory Blvd, Madison Tn 37115		615-445-5134	MBE <input type="checkbox"/>	Select	721029	Landscape	983,325	20
2	Ever Ready Transportation	1011 Maxwell Avenue, Nash TN 37206		615-977-8646	WBE <input type="checkbox"/>	Select	721029	Landscape	294,998	6
3	Russell Lawn Care	PO Box 2446, Smyrna TN 37167		615-974-1041	MBE <input type="checkbox"/>	Select	721029	Landscape	245,831	5
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) *Please ensure to save the document as a PDF and refrain from printing and signing it.* Mark Isom	Date 04/09/2024
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*Note: MWBE is defined as business enterprise maintaining a significant business prescience 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.

Has Prime Complied with EBO Goal? YES	For Internal Office Use ONLY	If No, Good Faith Efforts Met? BAO Only
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BAO Representative: Evans Cline **Metro Buyer:** Brad Wall **Project Manager:** _____ **Date:** 05/28/24

Total MBE Subcontracting	<u>25</u> %		<u>\$ 1,229,156</u>
Total WBE Subcontracting	<u>6</u> %		<u>\$ 294,998</u>
Total MBE/WBE Participation:	<u>100</u> %		<u>\$ 4,916,626</u>

BAO Notes:

BAO Small Business Assessment Sheet

BAO Specialist: Evans Cline
Contract Specialist: Brad Wall
Date: 05/28/2024

Department Name: General Services
RFP/ITB Number: 366376

Project Name: Professional Grounds, Landscaping, and Irrigation Services

Primary Contractor*	Prime Bid Amount	Total Proposed SBE (\$)	SBE Subs approved?	SBE (%)	Comments
Premiere Building Maintenance Corp	\$4,916,626.00	\$540,829.00	yes	11%	The prime is not a Metro-approved SBE/SDV and proposed the utilization of SBE subs Ever Ready Transportation @\$294,998/6% and Russell Lawn Care Plus @\$245,831/5%.



METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

6/26/2024 | 7:44 AM CDT

Blaine Frischhertz
Rotolo Consultants Inc.
38001 Brownsvillage Road
Slidell, LA 70460

estimating@rotoloconsultants.com - SENT VIA EMAIL

RFQ 366376 Professional Grounds, Landscaping and Irrigation Services

Dear Mr. Frischhertz:

The Metropolitan Government of Nashville and Davidson County has completed its evaluation of submitted responses to the above solicitation and unfortunately, has determined that your submission was not minimally responsive to the requirements of the solicitation.

It has been determined Rotolo Consultants Inc. is nonresponsive to the Equal Business Opportunity program, by failing to meet the established subcontractor participation goals and failure to demonstrate passing Good Faith Efforts.

Thank you for participating in Metro's competitive procurement process.

Kind Regards,

Dennis Rowland

Dennis Rowland
Chief Procurement/Purchasing Agent
Metropolitan Government of Nashville & Davidson County

cc: Solicitation Files