



Notice of Intent to Award

Solicitation Number	379373	Award Date	2/3/2025 7:20 AM CST
Solicitation Title	Owner's Representation Services		
Buyer Name	Gary C. Clay	Buyer Email	Gary.Clay@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	Capital Project Solutions, Inc.	Company Contact	Jim Pustejovsky
Street Address	49 Lindsley Avenue		
City	Nashville	State	TN
		Zipcode	37210

Company Name	Cummings Management Group, Inc	Company Contact	Steve Rutland
Street Address	1 Music Circle S, Suite 430		
City	Nashville	State	TN
		Zipcode	37203

Company Name	Jones Lang LaSalle Incorporated	Company Contact	David Cripe
Street Address	1801 West End Ave #1200		
City	Nashville	State	TN
		Zipcode	37203

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.

 Assistant Purchasing Agent (Initial)

Dennis Rowland
Dennis Rowland
Purchasing Agent & Chief Procurement Officer

RFQ# 379373 Owners Representative Evaluation Committee Score Sheet										
	1	2	3	4	5	6	7	8	9	10
Offeror	Capital Project Solutions	Collier Engineering Co., Inc.	Cummings Management Group, Inc.	Epps Public Strategies	GHP, Inc.	Henderick Inc	Jones Lang LaSalle Inc.	Pizzuti Management, LLC	Turner & Townsend Heery, LLC	Volkert Inc
Contract Acceptance	yes, Accept Contract as Presented	Attached exceptions taken of contract presented	Attached exceptions taken of contract presented	yes, Accept Contract as Presented	yes, Accept Contract as Presented	Attached exceptions taken of contract presented	Attached exceptions taken of contract presented	yes, Accept Contract as Presented	Attached exceptions taken of contract presented	yes, Accept Contract as Presented
Cost (30 points)	26.48	24.14	23.18	21.61	23.23	26.89	23.85	28.21	30.00	17.68
Capacity to Perform (35 points)	32.00	24.00	32.00	18.00	30.00	24.00	32.00	28.00	28.00	28.00
Service Delivery (35 points)	32.00	22.00	33.00	15.00	26.00	20.00	32.00	29.00	28.00	27.00
Total Evaluation Scores	90.48	70.14	88.18	54.61	79.23	70.89	87.85	85.21	86.00	72.68

Awarded

Awarded

Awarded

Evaluation Comments

Capital Project Solutions Capacity to Perform (35 points)
Strengths
* (13) full-time staff with three tiers of organization * experience with Metro Departments and funding approval (CIB and CSP) process * Significant understanding of the need to be flexible to accommodate fluctuations in Metro project staffing requirements * Proposal provides Design comments which align with Metro's vision
Weaknesses
* proposal is unclear regarding "pre-construction" phase roles to ensure design aligns with Metro's vision * resumes lack roles and responsibilities related to this solicitation * process for implementation of services does not describe which team members (i.e. who is the "CPS contract team") will provide the services such as Project Exec., PM, relating to Contract reviews, risks, etc. * proposal lacks sufficient detail on schedule and budget management * proposal is unclear regarding "precon/Design" description of risk management and CPS's role

Evaluation Comments

Capital Project Solutions Service Delivery (35 points)
Strengths
* proposal provides several good projects along with detailed comments regarding challenges and resolutions * staff has three levels of Owners Rep with increasing certifications * proposal provides detailed comments regarding firm's ability to face challenges and provide resolution(s)
Weaknesses
* proposal lacks sufficient detail in the Description of Integrated Design Process to confirm understanding and intent. For example, statement, "CPS has taken the lead on the integrated design process for Metro..." - not supported with details. * proposal lacks sufficient detail as to experience with scope creep and budget management.

Evaluation Comments

Collier Engineering Co., Inc. Capacity to Perform (35 points)
Strengths
* proposal identifies team and roles * proposal contains positive comments on delivering on multiple jobs
Weaknesses
* proposal lacks clear details regarding the Firm qualifications as required for this solicitation. * proposal provides less than robust details regarding PM software experience and appears to be primarily focused/limited to scheduling. * proposal lacks clear details regarding experience with project management services on vertical development projects * resumes appear more focused on engineering roles as opposed to project management * proposal lacks clear details regarding "key individuals" and their commitment to Metro projects, and which "key individuals" are proposed versus use of supporting consultants

Evaluation Comments

Collier Engineering Co., Inc. Service Delivery (35 points)
Strengths
* none noted
Weaknesses
* Project descriptions lack clear details regarding experience as Owner's Rep as required for this solicitation, examples typically described roles as part of the "owner/design team". * proposal lacks clear details regarding key individuals and their commitment to Metro projects * software experience appears to be fairly limited

Evaluation Comments

Cummings Management Group, Inc

Evaluation Comments

Cummings Management Group, Inc

Capacity to Perform (35 points)
Strengths
* overall large company with deep bench of expertise, (30) team members (Nashville) * proposal describes a proactive and purposeful use of dashboards and reporting tools to provide real-time information * proposal identifies a clear point of contact * proposal provides a support team in areas of Contracts, Cost, Scheduling, Controls and field personnel who monitor site progress versus schedule to identify potential delays. * proposal provides a detailed risk mitigation plan/process * proposal outlines full suite of services addressing needs related to contract negotiations, claims management, dispute resolution, sustainability, LEED, and Life Cycle cost analysis * Core team members have specific expertise: Contracts, architecture, codes, etc. * proposal contains positive comments on delivering on multiple jobs * proposal provides good description of its communication plan and flexibility
Weaknesses
* core team members have little Metro government experience * years of experience missing from resumes of some staff making it difficult to determine experience level * proposal lacks clear details regarding the Firm's familiarity with Metro's Codes

Service Delivery (35 points)
Strengths
* proposal provides several large projects * proposal demonstrates Firm's ability and capacity to meet Metro's anticipated needs. * proposal provides a clear construction quality control plan and process for reviews + proposal states that team will verify that the contractor keeps as-built drawings up to date, requires updates at each pay app * proposal provides good description of Integrated Design, emphasizing scheduling of meetings in advance with "decision-ready data and the right people in the room". * proposal provides details and proactive approach to the challenges of scope creep.
Weaknesses
* proposal identifies one point of contact and a backup but lacks information regarding the backup * Some Project descriptions lack clear details regarding Firm's role

Epps Public Strategies
Capacity to Perform (35 points)
Strengths
* proposal identifies True North as prime consulting Firm
Weaknesses
* proposal lacks clear details regarding the Firm's experience as Owner Rep * proposal identifies one full time employee leading to concerns with capacity to handle multiple jobs * proposal lacks clear details regarding number of project managers available to be assigned to Metro projects. * proposal lacks clear details regarding the team's qualifications * proposal lacks clear details regarding the Firm's familiarity with Metro's Codes * proposal lacks details on how services will be performed, - did not address identifying risks. * proposal provides an extensive list of subcontractors but lacks clear details regarding past working experience/teaming or roles and how A/E subconsultants will be used in Owner Rep process.

Epps Public Strategies
Service Delivery (35 points)
Strengths
* none noted
Weaknesses
* Project descriptions lacks clear details regarding experience as Owner's Rep as required for this solicitation * proposal lacks details to fully address many of the questions such as "major challenges", scope creep and integrated design process. *Proposal fails to demonstrate firm's extensive experience as Owner's Rep, this appears to be lacking

GHP, Inc.
Capacity to Perform (35 points)
Strengths
* proposal demonstrates Firm's capacity to support Metro's needs, (63) full time employees, many local * proposal provides good comments regarding risk management. * Firm demonstrates prior experience helping Metro plan, develop, construct and renovate properties * proposal demonstrates experience working with Metro codes
Weaknesses
* proposal lacks clear details regarding experience with Owner Rep services as opposed to A&E responsibilities * Resources have experience with individual aspects of project management, however proposal is unclear as to their experience in the Owners Rep role * Proposed project team has limited Owners Rep experience with vertical construction projects * proposal lacks clear details of how Pillars Development will be used in PM role

GHP, Inc.
Service Delivery (35 points)
Strengths
* proposal provides good comments regarding scope creep management .
Weaknesses
* proposal lacks clear details regarding organization's capacity to provide Owner Rep services and specifics to Owner Rep services * Project descriptions lacks clear details regarding experience as Owner's Rep as required for this solicitation * proposal lacks details of Integrated Design Process, describing benefits to Owner and how the OR could use it to help * proposal lacks information linking similarities between A/E and Program Manager role (GHP exp with Metro) and Owners Rep role.

Henderick Inc
Capacity to Perform (35 points)
Strengths
* proposal provides good description of its communication plan * proposal demonstrates Firm's knowledge of Metro Codes * comments relative to project management and the use of ProCore software is a plus

Henderick Inc
Service Delivery (35 points)
Strengths
* proposal details significant challenges with each project and how these challenges were overcome

Weaknesses
* proposal does not clearly demonstrate Firm's expertise and history providing Owner's Construction Representative services, weighted toward construction/construction management - with COO/CEO having majority of the Owner's Rep experience. * proposal does not adequately demonstrate/document Firm's capacity to manage multiple projects concurrently, emphasis appears to be on construction project management * Firm is self described as a "design-build firm with extensive experience", however proposal is unclear how this translates to Owner's Rep requirements/duties for Metro * proposal does not adequately demonstrate experience with new construction projects * proposal lacks necessary details for risk mitigation and is rather generic * proposal fails to provide an Org chart and number of project managers

Weaknesses
* proposal fails to address root cause of scope creep and how to manage * proposal seems to confuse IDP with Integrated Project Delivery * proposal lacks adequate details of projects of similar size and scope

Evaluation Comments
Jones Lang LaSalle Inc. Capacity to Perform (35 points)
Strengths
* proposal provides Service offerings which highlight Design phase activities * proposal expresses desire to learn the inspiration behind Metro's plans * proposal states "typical cost savings are about 15% of total project cost" * Strong presence in Tennessee with 20+ PMs in Tennessee, experience working with the State * proposal identifies 5-6 highly experienced PMs with specialized support from Pillars * Org chart outlines proposed team structure with strong understanding of project team roles and responsibilities * KPI's for performance aligns with Metro's goals * proposal provides good Risk Register (log)
Weaknesses
* proposal is unclear as to capacity to perform the scope of work, appears to rely on partnerships * proposal lacks clear details regarding the day-to-day, working relationship between Jones Lang PM's and Pillars PM's * proposal is unclear of Jones Lang experience with Metro, although consultants have current or past experience with Metro

Evaluation Comments
Jones Lang LaSalle Inc. Service Delivery (35 points)
Strengths
* proposal provides detailed relevant examples of projects where Metro's questions were addressed * proposal shows Firm's expertise allowed them to make informed decisions and navigate potential risks effectively. * proposal contains excellent project management approach and outline of roles, includes Initiate, Plan, and Design -- all essential phases to ensure design matches Metro's vision
Weaknesses
* proposal lacks challenges with each project and how these challenges were overcome * proposal provides projects as examples but several participants are not those proposed for Metro.

Evaluation Comments
Pizzuti Management, LLC Capacity to Perform (35 points)
Strengths
* Firm's experience managing and delivering Public sector buildings/Libraries * proposal's reference to a "sign-off" approach to design reviews and approvals * Firm's focus on functionality after building is operational
Weaknesses
* proposal inadequately addresses team members' experience working together on previous projects * proposal is unclear on how subconsultants will be used * proposal is unclear on project team organization in terms of hierarchy, roles, and involvement in Metro work * proposal lacks clear details regarding the Firm's familiarity with Metro's Codes * proposal lacks clear details regarding the Firm's past experience working with Metro * proposal identifies approx. (54) associates but lacks clear details regarding their commitment to Metro projects. * proposal lacks clear details regarding key individuals and the number available to be assigned to Metro projects.

Evaluation Comments
Pizzuti Management, LLC Service Delivery (35 points)
Strengths
* proposal provides adequate details of projects where Firm provided Owner's Construction Representative services * proposal provides good details regarding management of scope
Weaknesses
* proposal lacks clear details of what role subcontractors will play in prime project team * Provided projects do not include major challenges faced and resolution. * proposal lacks detailed challenges faced on each project and how these challenges were overcome * proposal lacks response to Integrated Design Process to confirm understanding and application. * proposal lacks sufficient detail to demonstrate Firm's capacity and core staff's experience to perform the scope of work.

Evaluation Comments
Turner & Townsend Heery, LLC Capacity to Perform (35 points)
Strengths
* proposal identifies risks as requested and mitigation of risks, provides Risk register * proposal demonstrates experience working with Metro codes * proposal provides good description of its communication plan
Weaknesses
* Project Management - there appears to be reliance on two consultants for project management, proposal lacks

Evaluation Comments
Turner & Townsend Heery, LLC Service Delivery (35 points)
Strengths
* Firm has provided program and project management services to Metro for approx. 24 years * proposal's section on project management is a plus
Weaknesses
* proposal lacks clear details of Scope creep management, its causes and management strategy

clear details regarding day-to-day work, how results/quality and consistency will be managed.

- * One key employee is currently providing full-time FFE coordination services under separate Metro Contract, proposal is unclear how capacity and work load will be managed.
- * Consultant Allworld PM experience mostly focused on horizontal work
- * proposal lacks sufficient detail to demonstrate Firm's extensive experience providing Owner's Rep services

- * proposal lacks adequate details of projects where Firm provided Owner's Construction Representative services
- * proposal lacks sufficient detail in the Description of Integrated Design Process to confirm understanding and application.
- * proposal lacks sufficient detail to demonstrate Firm's capacity to perform the scope of work.

Evaluation Comments

Volkert Inc
Capacity to Perform (35 points)
Strengths
* key team has experience in all aspects of Construction management * Four project managers assigned * proposal provides good description of its communication plan but doesn't necessarily address in person communication needs
Weaknesses
* proposal lacks detail regarding the Firm's familiarity with Metro's Codes and experience working with Metro * proposal lacks detail regarding the Firm's experience working in the Nashville market * proposal is unclear in how larger corporate staff might be engaged if needed to support multiple projects * proposal lacks detailed description of risk identification and mitigation * resumes do not clearly describe roles performed by each individual * proposal lacks detail regarding key team members, who will handle in person needs

Evaluation Comments

Volkert Inc
Service Delivery (35 points)
Strengths
* proposal provides projects of similar size and scope as those anticipated at Metro demonstrating experience delivering services similar to those needed by Metro. * Good response to managing scope creep: ensuring scope and SF align; informing stakeholders of implications of scope changes; not allowing A/E to make changes requested by end-user without approval
Weaknesses
* majority of the team members listed on the various projects are not those identified to support Metro * limited number of local employees and limited number with experience with Metro

Solicitation Title & Number			Total Cost Points
RFQ 379373 - Owner's Representation Services			30
Offeror's Name		Total Bid Amount *	Total Cost Points
1	Turner & Townsend Heery LLC	2,548,270	30.00
2	Pizzuti Management, LLC	2,710,000	28.21
3	Henderick, Inc.	2,842,920	26.89
4	Capital Project Solutions, Inc.	2,887,500	26.48
5	Collier Engineering Co., Inc.	3,167,500	24.14
6	Jones Lang LaSalle (JLL) Inc.	3,205,000	23.85
7	GHP, Inc.	3,290,500	23.23
8	Cumming Management Group, Inc.	3,297,500	23.18
9	Epps Public Strategies LLC	3,537,500	21.61
10	Volkert, Inc.	4,325,000	17.68

* Total Bid Amount is for evaluation purposes. The actual Contract value will be negotiated with Awardee(s).

379373 Owners Representative Services



Washington, Sierra (Finance)

To Clay, Gary (Finance)

Cc Wood, Christopher (Finance - Procurement)



Reply

Reply All

Forward



Wed 1/29/2025 2:10 PM

You replied to this message on 1/29/2025 3:58 PM.

379373 Owners Rep Services - Jones Lang LaSalle.pdf
296 KB379373 Owners Rep Services - Cumming Management Group.pdf
229 KB379373 Owners Rep Services - Capital Project Solutions.pdf
229 KB379373 Owners Rep Services - Jones Lang LaSalle EBO.pdf
531 KB

379373 Owners Rep Services - Cumming Group EBO.pdf



379373 Owners Rep Services - Capital Project Solutions EBOpt2.pdf



Hi Gary,

Please accept this as my final assessment for the referenced RFQ#. This solicitation has three awardees, all were compliant with the EBO program having met the established M/WBE subcontracting goals or acknowledging them. This solicitation had a 14% SBE/SDV requirement which all awardees acknowledged. This contract will require B2GNow monitoring. Please see attachments.

Thank you,

Sierra M. Washington

Contract Compliance Officer

Department of Finance -Office of Minority and Women Business Assistance (BAO)

Metropolitan Government

Nashville & Davidson County

(p) [615.880.2783](tel:615.880.2783)



Statement of M/WBE Utilization

Proposer's/Firm's Name: Capital Project Solutions, Inc.		Proposer's Phone #: (615) 881-0966	
Solicitation Title: Owner's Representative Services		Proposer's Email Address: jimp@capitalps.com	
Solicitation #: 379373		Amount Self-performed : \$11,422,500	
Proposer's/Firm's Ownership: Non-M/WBE		Total Bid Amount: \$15,330,130	
Proposed EBO Goal (%): 13 MBE% 9 WBE%		EBO Goal Met? (Y/N) YES	

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

			Certificate	* MBE/WBE Group Type *	Code # UNSPS/NAICS	Description of Work	MBE/WBE Dollars (\$)	Percent of Total Contract
MBE/WBE Firm Name			Type (MBE or WBE)					
1	Planning Design & Research Engineers	2000Lindell Avenue, Nashville, TN 37203	(615) 296-2065/aku@pdre.net	MBE	1	77101700	Geotechnical Engineer	\$530K 3.46%
2	Kinnard and Associates	1808 Annalee Drive, Antioch, TN 37013	(615) 400-6125/reah@kinnardasso	MBE	1	80171600	Pubic Relations	\$345K 2.25%
3	Lotus Real Estate Brokerage and Estate Management LLC	301 S. Perimeter Park Dr. #214, Nashville, TN 37211	(615)602-5256/lotusproperties614	WBE	1	80130000	Real Estate Specialist	\$318K 2.08%
4	Paladin, Inc.	121 Old Lafayette Ave, Lexington, KY 40502	(859) 525-3047/rogersc@paladink	WBE	5	811016	Sustainability, MEP Eng.	\$279K 1.82%
5	Construction Depot Solutions	3345 Clovercroft Dr., Murfreesboro, TN 37130	(629) 772-2573/office@constructk	MBE	1	801016	Contract Management, PM Support	\$345K 2.25%
6	Fairpointe Planning, LLC	2115 Yeaman Pl. Ste 210, Nashville ,TN 37206	(615) 657-9685/hallt@fairpointepl	MBE	1	80101504	Planning, Trans, Master	\$548K 3.81%
7	Burch Transportation	1114 17th Ave. S Ste 103, Nashville, TN 37212	(917) 420-0698/amyburch@burch	WBE	5	81102200	Traffic, Safety, Park Studies	\$1.1M 7.10%

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.*	Date
Jim Pustejovsky, CEO	10/04/2024

*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: Sierra Washington Metro Buyer: Gary Clay Project Manager: Ava Elsaghir Date: 01/23/25

Total MBE Subcontracting	13.59	%	\$ 2046000
Total WBE Subcontracting	11	%	\$ 1697000
Total MBE/WBE Participation:	24.59	%	\$ 3743000

BAO Notes:



Statement of M/WBE Utilization

Proposer's/Firm's Name: Capital Project Solutions, Inc.		Proposer's Phone #: (615) 881-0966	
Solicitation Title: Owner's Representative Services		Proposer's Email Address: jimp@capitalps.com	
Solicitation #: 379373		Amount Self-performed : \$11,422,500	
Proposer's/Firm's Ownership: Non-M/WBE		Total Bid Amount: \$15,330,130	
Proposed EBO Goal (%): 13 MBE% 9 WBE%		EBO Goal Met? (Y/N) YES	

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 Type (MBE or WBE)	* MBE/WBE Group Type *	Code # UNSPS/NAICS	Description of Work	MBE/WBE Dollars (\$)	Percent of Total Contract	
1	Cornerstone Engineering, Inc.			5120 Virginia Wat, Ste C21, Brentwood, TN 37027	(615) 750-3682/chris@coe-enginee	MBE	1	8110	Fac Assessment, Struct Eng	\$278K	1.82%
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) *Please ensure to save the document as a PDF and refrain from printing and signing it.*	Date
Jim Pustejovsky, CEO	10/04/2024

*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?	BAO Only	For Internal Office Use ONLY	If No, Good Faith Efforts Met?	BAO Only
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BAO Representative:	Metro Buyer:	Project Manager:	Date:
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Total MBE Subcontracting	%	\$
Total WBE Subcontracting	%	\$
Total MBE/WBE Participation:	%	\$

BAO Notes:

BAO Small Business Assessment Sheet

BAO Specialist: Sierra Washington
Contract Specialist: Gary Clay
Date: 1/23/2025

Department Name: General Services
RFP/ITB Number: 379373

Project Name: Owners Representative Services					
Primary Contractor*	Prime Bid Amount	Total Proposed SBE/SDV (\$)	Acknowledged SBE/SDV Requirement	SBE/SDV Requirement (%)	Comments
Capital Project Solutions, Inc.	\$ 15,330,130	\$ 14,702,051	Yes	14%	The prime is an metro Approved SBE. Acknowledged 14% SBE/SDV requirement over life of the project and consequences of misrepresentation.The prime proposed the utilization of Planning Design & Research Engineers (3.46%), Construction Depot Solutions (2.25%), Fairpointe Planning, LLC (3.81%), Facility Diagnostics (4.94%) and Burch Transportation (7.10%).



Statement of M/WBE Utilization

Proposer's Name: Cumming Group

Solicitation Title: Owner's Representative Services

Solicitation #: RFO: 2024 379373

Proposer's Firm's Ownership: **Non-M/WBE**

Proposed EBO Goal (%): 11 MBE% 5 WBE%

Proposer's Phone #: (615) 610-9754

Proposer's Email Address: jsaalkamp@cumming-group.com

Amount Self-performed : \$12,850,225.27

Total Bid Amount: \$17,860,323.64

EBO Goal Met? (Y/N) **YES**

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 Type (MBE or WBE)	* MBE/WBE Group Type *	Code # UNSPS/NAICS	Description of Work	MBE/WBE Dollars (\$)	Percent of Total Contract
1	Pillars Development LLC	1208 3rd Ave South, Ste 7 Nashville, TN 37210	(615) 953-9696	MBE	1	80101600	Project Accounting & Move Coord.	\$1,611,355.96	9%
2	TRC Worldwide Engineering, Inc	217 Ward Circle Brentwood, TN 37027	(615) 661-7979	MBE	1	81100000	Engineering, Commissioning	\$1,976,957.73	11%
3	McNeely Brockman	611 Commerce Street Cityspace Ste 2607 Nashville, TN 37203	(629) 900-6277	WBE	5	80141602	Public Relations	\$473,928.22	3%
4	Athena Engineering & Environmental, LLC	54 Lindsley Ave Nashville, TN 37210	(615) 742-7476	WBE	5	81101514	Geotechnical	\$419,765.00	2%
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/Signature)
Joseph Saatkamp, Executive Vice President


Date
10/02/2024

*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.

Has Prime Complied with EBO Goal? **YES**

For Internal Office Use ONLY
If No, Good Faith Efforts Met?

Metro Buyer: Gary Clay

Project Manager: Ava Elsaghir

Date: 01/23/25

BAO Representative: Sierra Washington

Total MBE Subcontracting 20 %

Total WBE Subcontracting 5 %

Total MBE/WBE Participation: 25 %

BAO Notes:

BAO Small Business Assessment Sheet

BAO Specialist: Sierra Washington
Contract Specialist: Gary Clay
Date: 1/23/2025

Department Name: General Services
RFP/ITB Number: 379373

Project Name: Owners Representative Services					
Primary Contractor*	Prime Bid Amount	Total Proposed SBE/SDV (\$)	Acknowledged SBE/SDV Requirement	SBE/SDV Requirement (%)	Comments
Cumming Management Group	\$ 17,860,324	\$ 2,085,284	Yes	14%	The prime is not an metro Approved SBE. Acknowledged 14% SBE/SDV requirement over life of the project and consequences of misrepresentation.The prime proposed the utilization of Pillars Development (9%), and McNeely Brockman (3%).



Statement of M/WBE Utilization

Proposer's/Firm's Name: Jones Lang LaSalle Incorporated (JLL)		Proposer's Phone #: +1 (615) 393-4296	
Solicitation Title: Owner's Representative Services		Proposer's Email Address: david.cripe@jll.com	
Solicitation #: 379373,1		Amount Self-performed :	
Proposer's/Firm's Ownership: Non-M/WBE		Total Bid Amount: TBD	
Proposed EBO Goal (%): 11 MBE% 5 WBE%		EBO Goal Met? (Y/N) YES	

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

			Certificate	* MBE/WBE	Code #	Description of Work	MBE/WBE	Percent	
			Type	Group Type *	UNSPSC/NAICS		Dollars (\$)	of Total Contract	
MBE/WBE Firm Name			MBE/WBE Firm Address	Phone/E-Mail	(MBE or WBE)				
1	Pillars Development LLC	1208 3rd Ave S. Nashville, TN 37210	info@pillarsdevelopment.com	MBE	1	UNSPSC 80101600, UNSPSC 8013180	Project Management	TBD	TBD
2	Varallo Public Relations	643 Spence Lane Nashville, TN 37217	deb@varallopr.com	WBE	5	UNSPSC 80000000 UNSPSC 80141501	Public Relations, Communications, Marketing, Comm	TBD	TBD
3	Alliance Synergy Group, LLC	253 Westchase Drive Nashville, TN 37205	rbethune76@gmail.com	MBE	1	UNSPSC 80000000 UNSPSC 80100000	Diversity and Workforce Administrative Management	TBD	TBD
4	Community Solutions by Design LLC	555 Marriott Dr. Ste 315 Nashville, TN 37214	info@csolutionsdesign.com	MBE	1	UNSPSC 72101901 UNSPSC 72131500	Design and Engineering Consulting Services	TBD	TBD
5	Wilmot, Inc.	3102 West End Ave, STE 400 Nashville, TN 37204	gogreen@wilmotinc.com	WBE	5	UNSPSC 77101600 UNSPSC 77101601	Sustainability Consulting	TBD	TBD
6	Hawkins Partners, Inc.	110 South 10th Street Nashville, TN 37206	k.copeland@hawkinspartners.com	WBE	5	UNSPSC 60105504 UNSPSC 70131701	Landscape Architecture and Planning	TBD	TBD
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.*	Date
David Cripe, Senior Vice President, Tennessee Region Lead	10/07/2024

*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?	BAO Only	For Internal Office Use ONLY	If No, Good Faith Efforts Met?	BAO Only
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BAO Representative: Sierra Washington	Metro Buyer: Gary Clay	Project Manager: Ava Elsaghir	Date: 01/23/25
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Total MBE Subcontracting	TBD	%	\$ TBD
Total WBE Subcontracting	TBD	%	\$ TBD
Total MBE/WBE Participation:	TBD	%	\$ TBD

BAO Notes:

Prime acknowledged and can acheive established M/WBE goals.

BAO Small Business Assessment Sheet

BAO Specialist: Sierra Washington

Contract Specialist: Gary Clay

Date: 1/23/2025

Department Name: General Services

RFP/ITB Number: 379373

Project Name: Owners Representative Services					
Primary Contractor*	Prime Bid Amount	Total Proposed SBE/SDV (\$)	Acknowledged SBE/SDV Requirement	SBE/SDV Requirement (%)	Comments
Jones Lang LaSalle Americas	\$ 16,579,191	TBD	Yes	14%	The prime is not an metro Approved SBE. Acknowledged 14% SBE/SDV requirement over life of the project and consequences of misrepresentation.The prime proposed the utilization of Pillars Development, Varallo Public Relations, Alliance Synergy Group, Hawkins Partners, and Wilmot Inc.

Certificate Of Completion

Envelope Id: F80181A3-8153-4502-AF83-E16358C297F4	Status: Completed
Subject: Intent to Award - RFQ # 379373 for Owner's Representation Services	
Source Envelope:	
Document Pages: 14	Signatures: 1
Certificate Pages: 2	Initials: 1
AutoNav: Enabled	Envelope Originator:
Envelopeld Stamping: Enabled	Gary Clay
Time Zone: (UTC-06:00) Central Time (US & Canada)	730 2nd Ave. South 1st Floor
	Nashville, TN 37219
	gary.clay@nashville.gov
	IP Address: 170.190.198.185

Record Tracking

Status: Original	Holder: Gary Clay	Location: DocuSign
2/2/2025 8:01:18 PM	gary.clay@nashville.gov	
Security Appliance Status: Connected	Pool: StateLocal	
Storage Appliance Status: Connected	Pool: Metropolitan Government of Nashville and Davidson County	Location: DocuSign

Signer Events	Signature	Timestamp
Gary Clay		Sent: 2/2/2025 8:10:04 PM
gary.clay@nashville.gov		Viewed: 2/2/2025 8:10:19 PM
Asst. Purchasing Agent		Signed: 2/2/2025 8:10:26 PM
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: 2/2/2025 8:10:28 PM
Dennis.Rowland@nashville.gov		Viewed: 2/3/2025 7:19:59 AM
Purchasing Agent & Chief Procurement Officer		Signed: 2/3/2025 7:20:32 AM
Security Level: Email, Account Authentication (None)	Signature Adoption: Pre-selected Style	
	Using IP Address: 170.190.198.185	

Electronic Record and Signature Disclosure:

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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	2/2/2025 8:10:04 PM
Certified Delivered	Security Checked	2/3/2025 7:19:59 AM
Signing Complete	Security Checked	2/3/2025 7:20:32 AM
Completed	Security Checked	2/3/2025 7:20:32 AM
Payment Events	Status	Timestamps